FUND FOR
SOUTHERN
COMMUNITIES
"Change not Charity"™

Organizational Development Grants Program

The Fund for Southern Communities (FSC) has an "Organizational Development Fund", designed to provide FSC grantees with grants for organizational training, planning, leadership development, and/or networking opportunities. Organizational Development grants are limited to $2,000 annually. This money is in addition to the program grants groups receive. We encourage all grantees to take advantage of this money, and to think about opportunities they would like to take advantage of. If your organization has identified a need, but does not know where to go to find the assistance you need, please call the FSC office for help.

Organizational Development grants may be made only if the group is a current or recent (within two years) grantee of FSC.

Grants may be made to support the following types of requests:

- Training (can included travel costs) for staff and/or Board in effective organizing, management, development, planning, bookkeeping, or computer skills
- Retreats and/or training to do long range planning, strategizing, development of new initiatives
- Consultant fees for management, development, training and/or planning assistance
- Organizational evaluations of management and structure
- Networking expenses (phone, mail or travel) for programmatic, planning, or management benefits (ex: learn new programs, management processes and/or models; share/develop new strategies, etc.)

Application Procedure:

To apply for an Organizational Development grant, send a brief letter, at any time, providing the following information:

1. Name and address of the organization.
2. Name and phone # of the primary contact person.
3. The type of assistance being requested. Be specific: Include the "who, what, when, and where" information.
4. The amount of the request.
5. A specific budget outlining the costs anticipated, and how a grant would be used.

If there have been any significant changes in the nature of the organization's work or budget since your last funding proposal to FSC, please discuss those changes in the letter as well.

4285-G Memorial Drive • Decatur, Georgia 30032 • (404) 292-7600 • Fax (404) 292-7835
Member of the Funding Exchange and Georgia Shares.

FUND FOR
SOUTHERN
COMMUNITIES
"Change not Charity"™

Sponsored Project Agreement

This document describes the terms of the agreement between ZAMI (the Project or ZAMI) and the Fund for Southern Communities (FSC or the Fund), regarding the administration of funds for ZAMI.

1. The Fund for Southern Communities, a 501(c)3 public charity, has reviewed the program of ZAMI and agrees that the project will enhance the mission of FSC. Accordingly, FSC accepts ZAMI as a "Sponsored Project" of FSC. All funds received for the Project will be retained and administered as distinct "Restricted" funds within the FSC accounting system.

2. The legal control of the finances of the Project is held by the Board of Directors of FSC. The day-to-day operations are delegated to Beryl Jackson, ZAMI Board Treasurer, who will work directly with the staff of FSC.

3. The Project will provide FSC signed requisitions for all expenditures to be made from this account or monthly financial reports of project expenditures. None of these expenditures may be for activities prohibited to 501(c) 3 organizations.

4. The Project will provide FSC annual narrative program reports for review by FSC **and** the Project will provide a computer generated accounting of expenditures from last disbursement, prior to disbursement of additional funds.

5. FSC agrees to offer financial advise, programmatic oversight, and technical assistance for the Project.

6. FSC will provide quarterly financial reports reflecting all activities in the Project's account.

7. FSC will deduct a 7% administration fee on all funds awarded to FSC for the Project. A minimum annual contribution of $1,000.00 (inclusive of all administrative fees) to FSC is required to maintain fiscal sponsorship.

8. Any interest that may accrue from holding funds for the Project will accrue to FSC.

9. The Project will provide a copy of all proposals, progress reports, and correspondence to the Funding Source; and any other requested information from the Funding Source, to FSC. These aforementioned documents are to be submitted to FSC on the same date they are submitted to the Funding Source.

10. ZAMI accepts full responsibility for providing the Funding Source all requested reports. FSC is not liable for any delinquent reports or reporting to the Funding Source.

11. If the Project's grant is rescinded, FSC shall retain the 7% administrative fee. ZAMI will be responsible for paying the 7% fee difference to the Funding Source, in addition to the amount that the funding source rescinds.

315 W. Ponce de Leon Ave., Suite 1061 · Decatur, Georgia 30030 · (404) 371-8404 · Fax (404) 371-8496 · www.fundforsouth.org
Member of the Funding Exchange and Georgia Shares.

and provide information about how to enroll. We will also engage these participants in grassroots advocacy efforts to encourage legislators to increase the state EITC.

By working in coalition with community advocacy groups in North Carolina to recruit participants, we hope to reach as many low-income, working families and individuals as possible. In addition, Common Sense will produce reader-friendly brochures on the EITC for distribution in social service agencies and area businesses. These brochures will be in Spanish and English and will explain what the EITC is, how it can benefit a working person's financial situation, what requirements must be met, and how to obtain it.

Finally, the Common Sense Foundation will publish a study in 2008 on affordable housing and the difficulty of finding decent housing in North Carolina. We will also engage in media outreach to draw attention to this critical policy issue. Finding affordable housing has long been a major problem in North Carolina, particularly in and around urban areas. Low-to-middle income families often pay more than half their income for housing, making it difficult to afford other necessities.

General Operating support from the Fund for Southern Communities will directly support these efforts to effect real and significant social change in North Carolina. Additionally, funding would support "Message Madness," the Common Sense Foundation's annual grassroots training seminar, and our twice-annual legislative breakfasts. With these annual programs, CSF provides training and education for communities with little or no access to the political process. In particular, these programs give community advocates and concerned citizens unparalleled access to policymakers. Support from the Fund for Southern Communities would allow us to reach as many people as possible through our diverse programs and activities.

III. Timeline

October- November 2007:	**Research and edit *LGBT School Board Policies* and *Affordable Housing* reports and prepare for publication.**
December 2007:	**Preparation for Message Madness** (site selection, invite speakers, design invitations) **Preparation for "Rewarding the Working Poor: Improving the NC EITC"** (site selection, design publications, translate publications)
January 2008:	**Message Madness planning** (prepare schedule, mail invitations, hire interpreters, outreach to low-income communities, award scholarships, hire catering company, confirm speakers) **Release of *LGBT School Board Policies* Report and media and community outreach**

not much planning time

12. The Project is subject to an audit and/or activity as it relates to the Fund for Southern Communities' annual organizational audit and any activities, financial or programmatic, of the Project that occurs during the fiscal sponsorship by FSC.

13. When awards are granted to the Project that require a progress or final report, the Fund will withhold a small portion of the grant, no more than $1,000, until all reports have been submitted to the Funding Source. If the Project does not submit the requested reports in writing 60 days after the original deadline date, unless an extension has been approved in writing from the Funding Source, FSC is authorized to use retained monies to hire a consultant to write and submit the report.

14. FSC accepts money orders, checks, cash, gifts of stock and credit cards* for the Project. In the event of a returned item due to, but not limited to, insufficient funds, a closed account, stop payment, etc, all associated fees will be deducted from the Project's funds. The Project will be informed of any transactions associated with this issue and actual items will be forwarded to the Project along with copies of documentation of fees from the bank. The deduction will be reflected in the Project's Account Balance Statements. *(*Additional processing fees associated with credit card transactions will be at the expense of the Project).*

15. The duration of this agreement shall be three years from the date of execution by all signing parties provided as follows:

- This Agreement shall be reviewed by all signing parties annually. At the annual review, the Agreement may be modified, continued or terminated upon mutual agreement by both parties
- This Agreement is an extension of the original Agreement, and at the end of three years form this agreement signing, this agreement may be extended for an additional term by agreement of all signing parties. Any extension shall be in writing and signed by all parties

16. This Agreement shall be controlled by the laws of the State of Georgia and any relevant Federal laws.

17. This Agreement contains the entire understanding of the parties. It may be modified only by an agreement in writing and by approval of both parties.

So agreed, this 15Th day of July, 2008

Beryl Jackson
Authorized Signature, Project Representative

BERYL JACKSON, TREASURER
Printed Name of Authorized Signatory, Title

Becky Rafter
Becky Rafter, Development and Program Manager
Fund for Southern Communities

	(house party, press release, press conference, media interviews)
	Preparation for "Rewarding the Working Poor: Improving the NC EITC" (coalition work, publish educational materials, distribute materials, hire caterer for forums)
February 2, 2008:	**Message Madness**
February 2008:	**In-depth research on *Mental Illness and the Death Penalty***
	First educational forum on the EITC held in Durham, NC
	Message Madness Evaluation
March 2008:	**Final two educational forums on the EITC held in Raleigh and Orange County, NC**
	Research on *Mental Illness and the Death Penalty* continues
	Preparation for Legislative Preview Breakfast (site selection, hire caterer, design invitations, invite speakers)
April 2008:	**Release of *Affordable Housing* report and media and community outreach** (house party, press release, press conference, media interviews)
	Preparation for Legislative Preview Breakfast (confirm speakers, send invitations, award scholarships)
May 7, 2008:	**Legislative Preview Breakfast**
May 2008:	**Prepare *Mental Illness and the Death Penalty* Report for publication** (editing, developing lay-out)
June 2008:	**Release of *Mental Illness and the Death Penalty* Report** (house party, press release, press conference, media interviews)

FUND FOR
SOUTHERN
COMMUNITIES

"Change not Charity"™

Sponsored Project Agreement

This document describes the terms of the agreement between ZAMI (the Project or ZAMI) and the Fund for Southern Communities (FSC or the Fund), regarding the administration of funds for ZAMI.

1. The Fund for Southern Communities, a 501(c)3 public charity, has reviewed the program of ZAMI and agrees that the project will enhance the mission of FSC. Accordingly, FSC accepts ZAMI as a "Sponsored Project" of FSC. All funds received for the Project will be retained and administered as distinct "Restricted" funds within the FSC accounting system.

2. The legal control of the finances of the Project is held by the Board of Directors of FSC. The day-to-day operations are delegated to Beryl Jackson, ZAMI Board Treasurer, who will work directly with the staff of FSC.

3. The Project will provide FSC signed requisitions for all expenditures to be made from this account or monthly financial reports of project expenditures. None of these expenditures may be for activities prohibited to 501(c) 3 organizations.

4. The Project will provide FSC annual narrative program reports for review by FSC **and** the Project will provide a computer generated accounting of expenditures from last disbursement, prior to disbursement of additional funds.

5. FSC agrees to offer financial advise, programmatic oversight, and technical assistance for the Project.

6. FSC will provide quarterly financial reports reflecting all activities in the Project's account.

7. FSC will deduct a 7% administration fee on all funds awarded to FSC for the Project. A minimum annual contribution of $1,000.00 (inclusive of all administrative fees) to FSC is required to maintain fiscal sponsorship.

8. Any interest that may accrue from holding funds for the Project will accrue to FSC.

9. The Project will provide a copy of all proposals, progress reports, and correspondence to the Funding Source; and any other requested information from the Funding Source, to FSC. These aforementioned documents are to be submitted to FSC on the same date they are submitted to the Funding Source.

10. ZAMI accepts full responsibility for providing the Funding Source all requested reports. FSC is not liable for any delinquent reports or reporting to the Funding Source.

11. If the Project's grant is rescinded, FSC shall retain the 7% administrative fee. ZAMI will be responsible for paying the 7% fee difference to the Funding Source, in addition to the amount that the funding source rescinds.

and provide information about how to enroll. We will also engage these participants in grassroots advocacy efforts to encourage legislators to increase the state EITC.

By working in coalition with community advocacy groups in North Carolina to recruit participants, we hope to reach as many low-income, working families and individuals as possible. In addition, Common Sense will produce reader-friendly brochures on the EITC for distribution in social service agencies and area businesses. These brochures will be in Spanish and English and will explain what the EITC is, how it can benefit a working person's financial situation, what requirements must be met, and how to obtain it.

Finally, the Common Sense Foundation will publish a study in 2008 on affordable housing and the difficulty of finding decent housing in North Carolina. We will also engage in media outreach to draw attention to this critical policy issue. Finding affordable housing has long been a major problem in North Carolina, particularly in and around urban areas. Low-to-middle income families often pay more than half their income for housing, making it difficult to afford other necessities.

General Operating support from the Fund for Southern Communities will directly support these efforts to effect real and significant social change in North Carolina. Additionally, funding would support "Message Madness," the Common Sense Foundation's annual grassroots training seminar, and our twice-annual legislative breakfasts. With these annual programs, CSF provides training and education for communities with little or no access to the political process. In particular, these programs give community advocates and concerned citizens unparalleled access to policymakers. Support from the Fund for Southern Communities would allow us to reach as many people as possible through our diverse programs and activities.

III. Timeline

October- November 2007:	**Research and edit *LGBT School Board Policies* and *Affordable Housing* reports and prepare for publication.**
December 2007:	**Preparation for Message Madness** (site selection, invite speakers, design invitations)
	Preparation for "Rewarding the Working Poor: Improving the NC EITC" (site selection, design publications, translate publications)
January 2008:	**Message Madness planning** (prepare schedule, mail invitations, hire interpreters, outreach to low-income communities, award scholarships, hire catering company, confirm speakers)
	Release of *LGBT School Board Policies* Report and media and community outreach

Not much planning time

12. The Project is subject to an audit and/or activity as it relates to the Fund for Southern Communities' annual organizational audit and any activities, financial or programmatic, of the Project that occurs during the fiscal sponsorship by FSC.

13. When awards are granted to the Project that require a progress or final report, the Fund will withhold a small portion of the grant, no more than $1,000, until all reports have been submitted to the Funding Source. If the Project does not submit the requested reports in writing 60 days after the original deadline date, unless an extension has been approved in writing from the Funding Source, FSC is authorized to use retained monies to hire a consultant to write and submit the report.

14. FSC accepts money orders, checks, cash, gifts of stock and credit cards* for the Project. In the event of a returned item due to, but not limited to, insufficient funds, a closed account, stop payment, etc, all associated fees will be deducted from the Project's funds. The Project will be informed of any transactions associated with this issue and actual items will be forwarded to the Project along with copies of documentation of fees from the bank. The deduction will be reflected in the Project's Account Balance Statements. *(*Additional processing fees associated with credit card transactions will be at the expense of the Project).*

15. The duration of this agreement shall be three years from the date of execution by all signing parties provided as follows:

- This Agreement shall be reviewed by all signing parties annually. At the annual review, the Agreement may be modified, continued or terminated upon mutual agreement by both parties
- This Agreement is an extension of the original Agreement, and at the end of three years form this agreement signing, this agreement may be extended for an additional term by agreement of all signing parties. Any extension shall be in writing and signed by all parties

16. This Agreement shall be controlled by the laws of the State of Georgia and any relevant Federal laws.

17. This Agreement contains the entire understanding of the parties. It may be modified only by an agreement in writing and by approval of both parties.

So agreed, this 15th day of July, 2008

Beryl Jackson
Authorized Signature, Project Representative

BERYL JACKSON, TREASURER
Printed Name of Authorized Signatory, Title

Becky Rafter
Becky Rafter, Development and Program Manager
Fund for Southern Communities

FUND FOR SOUTHERN COMMUNITIES

FUNDING GUIDELINES

The Fund for Southern Communities (FSC or the Fund) is a publicly supported foundation established in 1981 to provide grants and technical assistance to progressive grassroots social change organizations that:

- Work against discrimination based on race, sex, age, religion, economic status, sexual orientation, ethnic background or physical and mental disabilities;
- Stand for workers' rights;
- Promote self-determination in low-income and disenfranchised areas;
- Protect the environment;
- Promote and create non-traditional arts and media;
- Promote peace;
- Are located in Georgia, North Carolina and South Carolina;
- Are working for equitable distribution of economic and/or political power;
  - Involving new people in social, economic or political change,
  - Challenge anti or undemocratic systems with public education and organizing efforts.
- Are unlikely to be funded by more traditional funding sources, including those whose geographic location limits funding opportunities. Applicants receiving funds from more traditional funding sources may be given a lower priority for funding from FSC.

THE FUND FOR SOUTHERN COMMUNITIES:

- Gives grants ranging from $1,000 to $5,000.
- Provides seed grants to new projects, or general or project support to small organizations **(with a total organizational budget of $150,000 or less).**
- Limits funding to one grant cycle per year and for **no more** than three (3) cycles total, per organization. When special targeted funds are available, groups may be eligible for more than three (3) cycles of grants. FSC **should not** be considered a long-term funding source.

APPLICATION INSTRUCTIONS

FSC has two (2) grant cycles per year. **Proposals must be in the FSC office no later than 5:00 p.m. on April 1, or October 1,** to be considered for funding for the current cycle. No faxed or emailed proposals are accepted. **Please send your complete application to:**

The Fund for Southern Communities
4285-G Memorial Drive
Decatur, GA 30032.

Please note: Any proposals that are incomplete and/or submitted after the deadline will not be considered for funding.

Thirteen (13) copies of your application are needed in addition to all attachments, including any brochures and news clippings. Only **one** copy of your IRS 501(c) 3 determination letter, most recent 990 Form and a letter of support from your fiscal sponsor is required.

If you have any questions regarding eligibility, preparation of the application, or the funding process, please call 404-292-7600, write to or email FSC at info@fund4south.org.

PROPOSAL CHEKLIST

Each complete submission must include the following:

☐ 13 collated copies of the entire proposal, this includes the Grant Application Cover Sheet, the proposal narrative, board list and budget/ financial information.

☐ The list of committed and potential funding sources.

☐ (1) One copy of your tax-exempt letter or fiscal sponsor's letter.

☐ (1) One copy of your organization's current state registration letter.

☐ (1) One copy of recent year's 990 Form.

Please make sure that you have included everything on this checklist. Incomplete or late proposals will not be considered for funding.

Fund for Southern Communities

Proposal Narrative

Not to exceed 10 pages, including attachments and supporting materials (excluding your tax determination letter and 990 Form).

1. History and Purpose

- Briefly describe your organization's history and mission.
- Describe current programs and activities.
- List some major accomplishments.

2. Describe the organization's request. (Be sure to include the following points.)

- Describe the work for which you seek funding, including:
- What is the problem/issue your project/organization addresses?
- What does the organization want to accomplish with this project?
- How will you go about accomplishing your objectives?
- What is your timeline?
- How will you evaluate your efforts?

3. Social Change

- Describe the systematic or social change your organization is trying to achieve.
- How does your work address and change the underlying root causes of the problem?
- Does your organization work or partner with groups that are working on similar issues.

4. Organizational Structure and Process

- Briefly describe how your organization works. What are the responsibilities of board, staff, volunteers and members where applicable?
- How representative is your board and staff of the communities with which you work?
- Provide a list of your Board of Directors. Include, first and last name, address, race, sex, related community and employment affiliations.

1. Finances

- Organization's current operating budget and project budget. (You may use the attached budget form.)
- List individually other funding sources for this request. Include amount and whether received, committed or pending.
- A copy of your IRS 501(c)3 letter. If you do not have 501(c)3 status, please submit IRS 501(c)3 letter from your fiscal sponsor; along with a letter from your fiscal sponsor.(Will not be counted in 10 page limit).
- Most recent year's organizational financial statement, audited if available or your latest 990 Form.
- A copy of your organization's State Registration.

1. Other Supporting Materials

- Are welcome as long as you do not exceed total 10 page limit.
- We welcome photos demonstrating your work included in your proposal and progress reports, but we cannot return them to you.

THE FUND FOR SOUTHERN COMMUNITIES GRANT APPLICATION COVER SHEET

A. Requesting Organization's Information

Date Founded or Incorporated: ______________

Organization: ____

Address: ______________________ City: ______________ State: ________ Zip: ________

Contact Person & Position: ____

Phone: ______________________ Fax: ______________________

Email: ______________________ Website: ______________________

Summarize the organization's mission (2-3 sentences): ______________________________

____

____

____

Is your organization registered with the State? ☐ Yes ☐ No

Do you have a fiscal sponsor? ☐ Yes ☐ No

Organizational Budget: $____________ Project Budget: $ ____________ Fiscal Year Start Date: ____________

If you have a fiscal sponsor, please complete the information in Section B. (If not, go straight to Section C).

B. Fiscal Sponsor Information

Organization: ____

Contact Person & Position: ____

Address :______________________________ City/ST/Zip ______________________

Phone: ______________ Fax: ______________ Email: ______________

C. Proposal Information

Type of Grant: ☐ General Support ☐ Start-Up Costs ☐ Project Support ☐ Other ______________

Summary of project or grant request (2-3 sentences): ______________________________

____

____

____

Amount Requested: $______________

Have you applied to the Fund for Southern Communities before? ☐ Yes ☐ No

Have you ever received funding from the Fund for Southern Communities? ☐ Yes ☐ No

If yes, list dates and amounts of previous FSC grants: ______________________________

Have you filed the progress report for your most recent grant? ☐ Yes ☐ No**

*** If no, please enclose a copy of the progress report with this request. Your proposal will not be considered for funding without a progress report for your most recent grant from FSC.*

NNG Common Grant Application – Organizational/Project Budget

If you already prepare organizational and project budgets that are similar to this format, please feel free to submit them in their original form. You may reproduce this form on your computer.

Budget for the period :____________________ to ____________________.

EXPENSES

ITEM	AMOUNT	Position FT/PT
Salaries & wages (breakdown by position and indicate full or part time)	$________	________
	________	________
	________	________
	________	________
	________	________
Fringe Benefits & Payroll Taxes	$________	
Consultants & Professional Fees	$________	
Travel	$________	
Equipment	$________	
Supplies	$________	
Printing & Copying	$________	
Postage & Delivery	$________	
Rent & Utilities	$________	
In-Kind expense	$________	
Other (specify)	$________	
________	$________	
TOTAL EXPENSE:	$__________	

REVENUE

SOURCE	AMOUNT
Government Grants/Contracts	$________
Foundations	$________
Corporations	$________
Earned Income	$________
United Way, Combined Federal Campaign & Other Federated Campaigns	$________
Individual Contributions	$________
Fundraising events & products	$________
Membership Income	$________
In-Kind Support	$________
Other (specify)	$________
________	$________

TOTAL REVENUE: $ ____________

BALANCE: $____________

PROJECT BUDGET

Description	Expense Cost
______________________________	$________
______________________________	$________
______________________________	$________
______________________________	$________
______________________________	$________
TOTAL EXPENSE	**$**__________

FUNDING GUIDELINES

FUND FOR SOUTHERN COMMUNITIES

The Fund for Southern Communities (FSC or the Fund) is a publicly supported foundation established in 1981 to provide grants and technical assistance to progressive grassroots social change organizations that:

- Work against discrimination based on race, sex, age, religion, economic status, sexual orientation, ethnic background or physical and mental disabilities;
- Stand for workers' rights;
- Promote self-determination in low-income and disenfranchised areas;
- Protect the environment;
- Promote and create non-traditional arts and media;
- Promote peace;
- Are located in Georgia, North Carolina and South Carolina;
- Are working for equitable distribution of economic and/or political power;
  - Involving new people in social, economic or political change,
  - Challenge anti or undemocratic systems with public education and organizing efforts.
- Are unlikely to be funded by more traditional funding sources, including those whose geographic location limits funding opportunities. Applicants receiving funds from more traditional funding sources may be given a lower priority for funding from FSC.

THE FUND FOR SOUTHERN COMMUNITIES:

- Gives grants ranging from $1,000 to $5,000.
- Provides seed grants to new projects, or general or project support to small organizations **(with a total organizational budget of $150,000 or less).**
- Limits funding to one grant cycle per year and for **no more** than three (3) cycles total, per organization. When special targeted funds are available, groups may be eligible for more than three (3) cycles of grants. FSC **should not** be considered a long-term funding source.

APPLICATION INSTRUCTIONS

FSC has two (2) grant cycles per year. **Proposals must be in the FSC office no later than 5:00 p.m. on April 1, or October 1,** to be considered for funding for the current cycle. No faxed or emailed proposals are accepted. **Please send your complete application to:**

The Fund for Southern Communities
4285-G Memorial Drive
Decatur, GA 30032.

Please note: Any proposals that are incomplete and/or submitted after the deadline will not be considered for funding.

Thirteen (13) copies of your application are needed in addition to all attachments, including any brochures and news clippings. Only **one** copy of your IRS 501(c) 3 determination letter, most recent 990 Form and a letter of support from your fiscal sponsor is required.

If you have any questions regarding eligibility, preparation of the application, or the funding process, please call 404-292-7600, write to or email FSC at info@fund4south.org.

PROPOSAL CHEKLIST

Each complete submission must include the following:

☐ 13 collated copies of the entire proposal, this includes the Grant Application Cover Sheet, the proposal narrative, board list and budget/ financial information.

☐ The list of committed and potential funding sources.

☐ (1) One copy of your tax-exempt letter or fiscal sponsor's letter.

☐ (1) One copy of your organization's current state registration letter.

☐ (1) One copy of recent year's 990 Form.

Please make sure that you have included everything on this checklist. Incomplete or late proposals will not be considered for funding.

Fund for Southern Communities

FUND FOR
SOUTHERN
COMMUNITIES

Proposal Narrative

Not to exceed 10 pages, including attachments and supporting materials (excluding your tax determination letter and 990 Form).

1. **History and Purpose**
   - Briefly describe your organization's history and mission.
   - Describe current programs and activities.
   - List some major accomplishments.
2. **Describe the organization's request. (Be sure to include the following points.)**
   - Describe the work for which you seek funding, including:
   - What is the problem/issue your project/organization addresses?
   - What does the organization want to accomplish with this project?
   - How will you go about accomplishing your objectives?
   - What is your timeline?
   - How will you evaluate your efforts?
3. **Social Change**
   - Describe the systematic or social change your organization is trying to achieve.
   - How does your work address and change the underlying root causes of the problem?
   - Does your organization work or partner with groups that are working on similar issues.
4. **Organizational Structure and Process**
   - Briefly describe how your organization works. What are the responsibilities of board, staff, volunteers and members where applicable?
   - How representative is your board and staff of the communities with which you work?
   - Provide a list of your Board of Directors. Include, first and last name, address, race, sex, related community and employment affiliations.

1. **Finances**
   - Organization's current operating budget and project budget. (You may use the attached budget form.)
   - List individually other funding sources for this request. Include amount and whether received, committed or pending.
   - A copy of your IRS 501(c)3 letter. If you do not have 501(c)3 status, please submit IRS 501(c)3 letter from your fiscal sponsor; along with a letter from your fiscal sponsor.(Will not be counted in 10 page limit).
   - Most recent year's organizational financial statement, audited if available or your latest 990 Form.
   - A copy of your organization's State Registration.

1. **Other Supporting Materials**
   - Are welcome as long as you do not exceed total 10 page limit.
   - We welcome photos demonstrating your work included in your proposal and progress reports, but we cannot return them to you.

THE FUND FOR SOUTHERN COMMUNITIES GRANT APPLICATION COVER SHEET

A. Requesting Organization's Information

Date Founded or Incorporated: ______________

Organization: ____

Address: ______________________ City: ______________ State: ________ Zip: ________

Contact Person & Position: ______________________________________

Phone: ______________________ Fax: ______________________

Email: ______________________ Website: ______________________

Summarize the organization's mission (2-3 sentences): ______________________

____

____

____

Is your organization registered with the State? ☐ Yes ☐ No

Do you have a fiscal sponsor? ☐ Yes ☐ No

Organizational Budget: $____________ Project Budget: $ ____________ Fiscal Year Start Date: ____________

If you have a fiscal sponsor, please complete the information in Section B. (If not, go straight to Section C).

B. Fiscal Sponsor Information

Organization: ____

Contact Person & Position: ______________________________________

Address : ______________________ City/ST/Zip ______________________

Phone: ______________ Fax: ______________ Email: ______________

C. Proposal Information

Type of Grant: ☐ General Support ☐ Start-Up Costs ☐ Project Support ☐ Other ______________

Summary of project or grant request (2-3 sentences): ______________________

____

____

____

Amount Requested: $______________

Have you applied to the Fund for Southern Communities before? ☐ Yes ☐ No

Have you ever received funding from the Fund for Southern Communities? ☐ Yes ☐ No

If yes, list dates and amounts of previous FSC grants: ______________________

Have you filed the progress report for your most recent grant? ☐ Yes ☐ No**

*** If no, please enclose a copy of the progress report with this request. Your proposal will not be considered for funding without a progress report for your most recent grant from FSC.*

NNG Common Grant Application – Organizational/Project Budget

If you already prepare organizational and project budgets that are similar to this format, please feel free to submit them in their original form. You may reproduce this form on your computer.

Budget for the period :________________________ to ________________________.

EXPENSES

ITEM	**AMOUNT**	Position FT/PT
Salaries & wages (breakdown by position and indicate full or part time)	$__________	__________
	__________	__________
	__________	__________
	__________	__________
	__________	__________
Fringe Benefits & Payroll Taxes	$__________	
Consultants & Professional Fees	$__________	
Travel	$__________	
Equipment	$__________	
Supplies	$__________	
Printing & Copying	$__________	
Postage & Delivery	$__________	
Rent & Utilities	$__________	
In-Kind expense	$__________	
Other (specify)	$__________	
__________	$__________	
TOTAL EXPENSE:	$______________	

REVENUE

SOURCE	**AMOUNT**
Government Grants/Contracts	$__________
Foundations	$__________
Corporations	$__________
Earned Income	$__________
United Way, Combined Federal Campaign & Other Federated Campaigns	$__________
Individual Contributions	$__________
Fundraising events & products	$__________
Membership Income	$__________
In-Kind Support	$__________
Other (specify)	$__________
____________________	$__________

TOTAL REVENUE: $ ____________________

BALANCE: $________________________

PROJECT BUDGET

Description	Expense Cost
____	$__________
____	$__________
____	$__________
____	$__________
____	$__________
TOTAL EXPENSE	**$**______________

FUND FOR SOUTHERN COMMUNITIES

FUNDING GUIDELINES

The Fund for Southern Communities (FSC or the Fund) is a publicly supported foundation established in 1981 to provide grants and technical assistance to progressive grassroots social change organizations that:

- Work against discrimination based on race, sex, age, religion, economic status, sexual orientation, ethnic background or physical and mental disabilities;
- Stand for workers' rights;
- Promote self-determination in low-income and disenfranchised areas;
- Protect the environment;
- Promote and create non-traditional arts and media;
- Promote peace;
- Are located in Georgia, North Carolina and South Carolina;
- Are working for equitable distribution of economic and/or political power;
    - Involving new people in social, economic or political change,
    - Challenge anti or undemocratic systems with public education and organizing efforts.
- Are unlikely to be funded by more traditional funding sources, including those whose geographic location limits funding opportunities. Applicants receiving funds from more traditional funding sources may be given a lower priority for funding from FSC.

THE FUND FOR SOUTHERN COMMUNITIES:

- Gives grants ranging from $1,000 to $5,000.
- Provides seed grants to new projects, or general or project support to small organizations **(with a total organizational budget of $150,000 or less).**
- Limits funding to one grant cycle per year and for **no more** than three (3) cycles total, per organization. When special targeted funds are available, groups may be eligible for more than three (3) cycles of grants. FSC **should not** be considered a long-term funding source.

APPLICATION INSTRUCTIONS

FSC has two (2) grant cycles per year. **Proposals must be in the FSC office no later than 5:00 p.m. on April 1, or October 1,** to be considered for funding for the current cycle. No faxed or emailed proposals are accepted. **Please send your complete application to:**

The Fund for Southern Communities
4285-G Memorial Drive
Decatur, GA 30032.

Please note: Any proposals that are incomplete and/or submitted after the deadline will not be considered for funding.

Thirteen (13) copies of your application are needed in addition to all attachments, including any brochures and news clippings. Only **one** copy of your IRS 501(c) 3 determination letter, most recent 990 Form and a letter of support from your fiscal sponsor is required.

If you have any questions regarding eligibility, preparation of the application, or the funding process, please call 404-292-7600, write to or email FSC at info@fund4south.org.

PROPOSAL CHEKLIST

Each complete submission must include the following:

☐ 13 collated copies of the entire proposal, this includes the Grant Application Cover Sheet, the proposal narrative, board list and budget/ financial information.

☐ The list of committed and potential funding sources.

☐ (1) One copy of your tax-exempt letter or fiscal sponsor's letter.

☐ (1) One copy of your organization's current state registration letter.

☐ (1) One copy of recent year's 990 Form.

Please make sure that you have included everything on this checklist. Incomplete or late proposals will not be considered for funding.

Fund for Southern Communities

Proposal Narrative

Not to exceed 10 pages, including attachments and supporting materials (excluding your tax determination letter and 990 Form).

FUND FOR SOUTHERN COMMUNITIES

1. History and Purpose

- Briefly describe your organization's history and mission.
- Describe current programs and activities.
- List some major accomplishments.

2. Describe the organization's request. (Be sure to include the following points.)

- Describe the work for which you seek funding, including:
- What is the problem/issue your project/organization addresses?
- What does the organization want to accomplish with this project?
- How will you go about accomplishing your objectives?
- What is your timeline?
- How will you evaluate your efforts?

3. Social Change

- Describe the systematic or social change your organization is trying to achieve.
- How does your work address and change the underlying root causes of the problem?
- Does your organization work or partner with groups that are working on similar issues.

4. Organizational Structure and Process

- Briefly describe how your organization works. What are the responsibilities of board, staff, volunteers and members where applicable?
- How representative is your board and staff of the communities with which you work?
- Provide a list of your Board of Directors. Include, first and last name, address, race, sex, related community and employment affiliations.

1. Finances

- Organization's current operating budget and project budget. (You may use the attached budget form.)
- List individually other funding sources for this request. Include amount and whether received, committed or pending.
- A copy of your IRS 501(c)3 letter. If you do not have 501(c)3 status, please submit IRS 501(c)3 letter from your fiscal sponsor; along with a letter from your fiscal sponsor.(Will not be counted in 10 page limit).
- Most recent year's organizational financial statement, audited if available or your latest 990 Form.
- A copy of your organization's State Registration.

1. Other Supporting Materials

- Are welcome as long as you do not exceed total 10 page limit.
- We welcome photos demonstrating your work included in your proposal and progress reports, but we cannot return them to you.

THE FUND FOR SOUTHERN COMMUNITIES GRANT APPLICATION COVER SHEET

A. Requesting Organization's Information

Date Founded or Incorporated: ______________

Organization: ____

Address: ____________________ City: ______________ State: ________ Zip:________

Contact Person & Position: ____

Phone: ____________________ Fax: ____________________

Email:____________________ Website:____________________

Summarize the organization's mission (2-3 sentences): ______________________________

____

____

____

Is your organization registered with the State? ☐ Yes ☐ No

Do you have a fiscal sponsor? ☐ Yes ☐ No

Organizational Budget: $____________ Project Budget: $ ____________ Fiscal Year Start Date:__________

If you have a fiscal sponsor, please complete the information in Section B. (If not, go straight to Section C).

B. Fiscal Sponsor Information

Organization: ____

Contact Person & Position:____

Address :______________________________City/ST/Zip____________________

Phone: ______________ Fax: ______________ Email: ______________

C. Proposal Information

Type of Grant: ☐ General Support ☐ Start-Up Costs ☐ Project Support ☐ Other ______________

Summary of project or grant request (2-3 sentences): ______________________________

____

____

____

Amount Requested: $________________

Have you applied to the Fund for Southern Communities before? ☐ Yes ☐ No

Have you ever received funding from the Fund for Southern Communities? ☐ Yes ☐ No

If yes, list dates and amounts of previous FSC grants:______________________________

Have you filed the progress report for your most recent grant? ☐ Yes ☐ No**

*** If no, please enclose a copy of the progress report with this request. Your proposal will not be considered for funding without a progress report for your most recent grant from FSC.*

NNG Common Grant Application – Organizational/Project Budget

If you already prepare organizational and project budgets that are similar to this format, please feel free to submit them in their original form. You may reproduce this form on your computer.

Budget for the period :______________________________ to ______________________________.

EXPENSES

ITEM	**AMOUNT**	Position FT/PT
Salaries & wages (breakdown by position and indicate full or part time)	$__________	__________
	__________	__________
	__________	__________
	__________	__________
	__________	__________
Fringe Benefits & Payroll Taxes	$__________	
Consultants & Professional Fees	$__________	
Travel	$__________	
Equipment	$__________	
Supplies	$__________	
Printing & Copying	$__________	
Postage & Delivery	$__________	
Rent & Utilities	$__________	
In-Kind expense	$__________	
Other (specify)	$__________	
____________	$__________	
TOTAL EXPENSE:	$______________	

REVENUE

SOURCE	**AMOUNT**
Government Grants/Contracts	$__________
Foundations	$__________
Corporations	$__________
Earned Income	$__________
United Way, Combined Federal Campaign & Other Federated Campaigns	$__________
Individual Contributions	$__________
Fundraising events & products	$__________
Membership Income	$__________
In-Kind Support	$__________
Other (specify)	$__________
__________________	$__________

TOTAL REVENUE: $ __________________

BALANCE: $________________________

PROJECT BUDGET

Description	Expense Cost
____	$____________
____	$____________
____	$____________
____	$____________
____	$____________
TOTAL EXPENSE	**$**______________

FUND FOR
SOUTHERN
COMMUNITIES

"Change not Charity"™

May 20, 2008

Ms. Beryl Jackson
Ms. Mary Anne Adams
ZAMI
P.O. Box 2502
Decatur, GA 30031

Dear Ms. Jackson and Ms. Adams:

Upon ZAMI's request of a balance payout, please find enclosed check #12448 in the amount of $1,247.29.

If you have any questions, please call me at 404.371.8404.

Respectfully,

Gersinta Sims
Office Assistant

Enclosures: check #12448

315 W. Ponce de Leon Ave., Suite 1061 • Decatur, Georgia 30030 • (404) 371-8404 • Fax (404) 371-8496 • www.fundforsouth.org
Member of the Funding Exchange and Georgia Shares.

FUND FOR
SOUTHERN
COMMUNITIES
"Change not Charity"™

Report Date: January 23, 2006

Maryann Adams
PO Box 2502
Decatur, GA 30031

Statement of Activity ZAMI
July 1, 2005 - December 31, 2005

Opening Balance: 07/01/05		**$3,518.53**
Receipts:		
8/2/05 Scholarship: Cherie Caldwell/AMEX	$	2,057.00
8/8/05 Scholarship: T. Joyce, L. Bladen, S,. Crymes	$	3,000.00
8/8/05 General: D. Jeter	$	100.00
8/16/05 Astrea Foundation	$	1,000.00
8/18/05 Adodi Muse: N. Danna, A. Archbold, K. Johnson	$	225.00
8/30/05 General: J. Tillman, R. Clance, E. Levine, M. Hess	$	1,275.00
8/30/05 Scholarship: R. Jenkins, T. Poteat, J. Tolbert, K. Ale	$	2,150.00
8/30/05 Scholarship: S. Turner, J. Usher, S. Jones, DBH	$	1,250.00
8/30/05 Y. W. M. Scholarship: L. Ross	$	500.00
9/2/05 Adodi Muse: R. Bakeman	$	100.00
9/12/05 Scholarship: K. Cunningham	$	1,000.00
9/12/05 General: L. Fontana	$	500.00
9/14/05 Adodi Muse: P. Ryder-Williams		$200.00
9/14/05 Scholarship: J. Dawson, D. Mlambo		$1,100.00
10/27/05 1st qtr balance payment	$	1,007.84
11/14/05 Yakini Kemp		$100.00
Total Receipts	**$**	**15,564.84**
Total for Disbursement		**$19,083.37**
Disbursements		
8/2/05- AMEX Fee	$	(57.00)
8/30/05- Disbursement/cc (FY 05-8/18)	$	(5,011.65)
8/30/05- Disbursement/checks (FY 05-8/18)		($5,744.18)
9/13/05- Disbursement/checks (8/30-9/14)	$	(7,176.00)
9/20/05- First Quarter Admin. Fees to date	$	(1,008.00)
12/22/05- Second Quarter Admin Fee	$	(7.00)
Total Disbursements	**$**	**(19,003.830)**
Fund Balance 12/31/05	**$**	**79.54**

FUND FOR
SOUTHERN
COMMUNITIES

"Change not Charity"™

Report Date: July 26, 2005

Maryann Adams
PO Box 2502
Decatur, GA 30031

Statement of Activity ZAMI
July 1, 2004 - June 30, 2005

Opening Balance: 07/01/04		**$6,460.18**
Receipts:		
07/04 - Scholarship ContributionsWilliams, Murril, Moore etc.	$	2,340.00
7/04- General Contributions: Rush, Poteat	$	350.00
08/04 - Gen. Contributions: Jones, Dougals, Williams	$	2,500.00
08/04- Gen. Contributions:Greater New Orleans Fnd	$	1,000.00
08/04 - Schlarship Contributions: Union City, Malambo	$	2,000.00
08/04 - Scholarship Contributions: Cyrus	$	500.00
8/04- Scholarship Contri. V/MC- Cohn,Levitt,Thornell Bass.	$	1,150.00
8/04 Scholarship Contri. AExp. Caldwell, Cunn., Alexan., Mc	$	4,050.00
09/04 -Contributions: Teague, Adodi Muse, etc.	$	300.00
10/04 General Contributions: Campbell, Olson, Grice	$	175.00
10/04 Scholarship Reese, Thurman, Adodi, Johnson	$	370.00
12/04 General Contribution: Kemp	$	200.00
1/05 General Contribution: Troka,Cofrin, Woolard		$800.00
1/05 Adodi Muse Contribution: Williams , Barrett		$700.00
1/05 General Contribution: Kennedy, Parkerson Daven	$	470.00
6/05 Scholarship Contribution/AMEX: Burke		$3,100.00
Total Receipts	**$**	**20,005.00**
Total for Disbursement		**$26,465.18**
Disbursements		
8/04- V/MC Fees	$	(38.41)
8/04- AMEX Fees	$	(115.43)
09/04 - AL Scholarship Awards	$	(20,196.34)
09/04 - 1st Qtr. Admin Fee	$	(1,020.68)
09/09/03 Return Check Fee	$	(15.00)
09/09/03- Return Check Fees		($15.00)
12/31/04 2nd Quarter Admin Fee		($52.15)
05/24/04-Return Check Fee	$	(15.00)
2/08/05 3rd Quarter Admin. Fees to date	$	(130.90)
2/8/05 Disbursement Request	$	(1,066.27)
6/05- AMEX Fees	$	(88.35)
6/05 Fourth Quarter Admin Fee	$	(280.82)
admin fee adjustment	$	87.70
Total Disbursements	**$**	**(22,946.650)**
Fund Balance 06/30/05	**$**	**3,518.53**

FUND FOR
SOUTHERN
COMMUNITIES
"Change not Charity"™

January 19, 2006

Mary Anne Adams
ZAMI
Po Box 2502
Decatur, GA 30031

Dear Mary Anne:

Please find enclosed your Statement of Activity Report for the first and second quarters of fiscal year 2005-2006 (July 1- December 31, 2005) as well as the adjusted fourth quarter statement from 2004-2005 based on the audit.

If you have any questions, please call me at 404.371.8404.

Respectfully,
Asha Robinson
Asha Robinson
Program Officer

315 W. Ponce de Leon Ave., Suite 1061 · Decatur, Georgia 30030 · (404) 371-8404 · Fax (404) 371-8496 · www.fundforsouth.org
Member of the Funding Exchange and Georgia Shares.

FUND FOR
SOUTHERN
COMMUNITIES
"Change not Charity"™

Report Date: April 30, 2008

Ms. Maryann Adams
ZAMI
PO Box 2502
Decatur, GA 30031

Statement of Activity ZAMI
July 1, 2007 - April 30, 2008

Opening Balance July 1, 2007	**$**	**730.10**
Receipts:		
8/07/2007 A.Long, D.Gillespie, L.Brooks, D.C.Strother	$	1,900.00
8/09/2007 Sheryl Burke (balance reflects $2,000 donation minus 3.3% credit card fee)	$	1,934.00
8/10/2007 Rheesa Jenkins (balance reflects $1,550.10 donation minus 3.3% credit card fee)	$	1,498.95
8/16/2007 Karen Griffin	$	300.00
8/21/2007 Moore, Jones, Thurman, Johnson, Teague, Archbold, Wooolard, Atl. Fem.,Cunnigham	$	2,550.00
8/24/2007 J.Garner, A.Thornell, J.Cooper, I.Barrett, T.Allen, L.Corse, A. Wellons	$	590.00
8/28/2007 J. Graham, Adodi Muse, R. Bakeman	$	400.00
9/07/2007 Fourth Tue., T. Poteat, Community Foundation., A. Arcbold	$	3,075.00
9/10/2007 C.Caldwell, C.Murrill, S.Drakes, Adodi M. (C. Hardwood)	$	1,250.00
9/13/2007 L.M. McCullough	$	100.00
9/21/2007 Len Leritz	$	100.00
10/12/2007 Shonda Jones, Adodi Muse (Robin McDowell), Edith Biggers	$	180.00
11/1/2007 Cherie Caldwell	$	1,007.00
12/15/2007 Germain Curtin	$	1,500.00
12/31/2007 Yakini Kemp (balance reflects $100 donation minus 3.3% credit card fee)	$	96.70
03/17/2008 Elizabeth W. Knowlton	$	120.00
03/28/2008 Elizabeth Levine, Kali Rose, Vicki Gabriner	$	145.00
4/30/2008 Jonell Usher, Judith Helfand (Unaccounted for in 3rd qrt.- deposit was made on 1/31/2008)	$	1,200.00
Total Receipts	**$**	**17,946.65**
Total Available for Disbursement	**$**	**18,676.75**
Disbursements		
8/27/2007 Balance payout to ZAMI	$	8,252.94
9/13/2007 Returned Check/Insufficient funds (Cherie Caldwell)	$	1,000.00

9/13/2007 Return Check fee- (Cherie Caldwell)	$	7.00
9/18/2007 Balance payout to ZAMII	$	4,158.25
9/27/2007 Balance payout to ZAMI- Payout included Caldwell's $1,000 that was returned for insufficient funds	$	1,100.00
9/30/2007 1st Quarter Admin. fee - 7% (of $12,697.95)- Includes deposits made between 7/1/07- 9/30/07	$	888.86
12/31/2007 2nd Quarter Admin- 7% (of $2,783.70)- Includes deposits made between 10/1/07- 12/31/07	$	194.86
03/27/2008 Balance payout to ZAMI	$	1,725.00
03/31/2008 3rd quarter Admin Fee (7% of $1,465)- Includes deposits made between 1/1/08- 3/31/08	$	102.55
4/30/2008 Balance Payout to ZAMI	$	1,247.29
Total Disbursements	**$**	**18,676.75**
Fund Balance 04/30/08	**$**	**(0.00)**

FUND FOR
SOUTHERN
COMMUNITIES

"Change not Charity"™

Memorandum

Date: 4/29/2008

To: Whom It May Concern

From: Gersinta Sims

RE: Statements of Activity

Please find enclosed your Statement of Activity Report for the third quarter of fiscal year 2008 (January 1, 2008 - March 31, 2008).

FUND FOR
SOUTHERN
COMMUNITIES
"Change not Charity"™

April 3, 2007

To Whom It May Concern:

Please find enclosed your Statement of Activity Report for the third quarter of fiscal year 2007 (January 1 – March 31, 2007).

If you have any questions or concerns, please feel free to call me at 404.371.8404.

Respectfully,

Gersinta Sims

Gersinta Sims
Office Assistant

315 W. Ponce de Leon Ave., Suite 1061 · Decatur, Georgia 30030 · (404) 371-8404 · Fax (404) 371-8496 · www.fundforsouth.org
Member of the Funding Exchange and Georgia Shares.

FUND FOR
SOUTHERN
COMMUNITIES
"Change not Charity"

Check Release Form

Payment in response to a draw down request of ZAMI funds in the amount of $5,744.18.
Check number #2956 was released to the undersigned, on September 2, 2005

M Adams	9/2/05
Signature of Check Recipient	Date

Mary Anne Adams	September 2, 2005
Printed Name of ZAMI Rep.

Asha Robinson	9/2/05
Signature of FSC Representative	Date

Asha Robisnon	September 2, 2005
Printed Name of FSC Representative	Date

FUND FOR
SOUTHERN
COMMUNITIES
"Change not Charity"

Check Release Form

Payment in response to a draw down request of ZAMI funds in the amount of $5,011.65. Check number #12294 was released to the undersigned, on September 2, 2005

Adams 9/2/05
Signature of Check Recipient Date

Mary Anne Adams September 2, 2005
Printed Name of ZAMI Rep.

Asha Robinson 9/2/05
Signature of FSC Representative Date

Asha Robisnon September 2, 2005
Printed Name of FSC Representative Date

ZAMI Atlanta's Premiere Organization for
Lesbians of African Descent

February 29, 2004

Ms. Alice Eason Jenkins
Executive Director
The Fund for Southern Communities
315 West Ponce De Leon Ave. Suite 1061
Decatur, GA 30030

Dear Ms. Jenkins:

Please find enclosed ZAMI's grant application requesting $5000.00 from the Fund for Southern Communities for general operating expenses. Our total operating budget for 7/1/2003-6/30/2004 is $59,500. ZAMI is Atlanta's premiere organization for lesbians of African descent. Our primary mission is to empower and affirm the lives of lesbians of African descent through providing scholarship funds, leadership development, support/discussion groups, social activities, outreach and education.

We commend the Fund's support of lesbian [illegible] respect of our right to organize autonomously. Thank you for taking the time to review our proposal. Please call if you have any questions.

Sincerely,

Mary Anne Adams, MSW
Executive Director
ZAMI, Inc.
P.O. Box 2502
Decatur, Georgia 30031
404 370-0920 Office
404 377-0971 Fax
[illegible]
[illegible]

Zami's primary mission is to empower and affirm the lives of lesbians of African descent through providing scholarship funds, leadership development, support/discussion groups, social activities, outreach and education.

[illegible]

FUND FOR
SOUTHERN
COMMUNITIES
"Change not Charity"™

August 8, 2005

Ms. Shirley Dreschel
Wachovia Securities, Inc.
PO Box 52395
Durham, NC 27717

Dear Shirley:

Please find enclosed (4) checks for the Fund for Southern Communities **Restricted Account Number OHJ-956412-64 for ZAMI.**

- Check #1154 in the amount of $1000.00.
- Check #2461 in the amount of $1000.00
- Check #347 in the amount of $1000.00
- Check #4660 in the amount of $100.00

The total amount for this entire deposit for is $3100.00.

Sincerely,

Asha Robinson
Programs Officer

315 W. Ponce de Leon Ave., Suite 1061 · Decatur, Georgia 30030 · (404) 371-8404 · Fax (404) 371-8496 · www.fundforsouth.org
Member of the Funding Exchange and Georgia Shares.

ZAMI Atlanta's Premiere Organization for
Lesbians of African Descent

February 29, 2004

Ms. Alice Eason Jenkins
Executive Director
The Fund for Southern Communities
315 West Ponce De Leon Ave Suite 1061
Decatur, GA 30030

Dear Ms. Jenkins:

Please find enclosed ZAMI's grant application requesting $5000.00 from the Fund for Southern Communities for general operating expenses. Our total operating budget for 7/1/2003-6/30/2004 is $59,500. ZAMI is Atlanta's premiere organization for lesbians of African descent. Our primary mission is to empower and affirm the lives of lesbians of African descent through providing scholarship funds, leadership development, support/ discussion groups, social activities, outreach and education.

We commend the Fund's support of lesbians of color and we appreciate the recognition and respect of our right to organize autonomously. Thank you for taking the time to review our proposal. Please call if you have any questions or concerns regarding the grant application.

Sincerely,

Mary Anne Adams, M.S.W.
Executive Director
ZAMI, Inc.
P.O. Box 2502
Decatur, Georgia 30031
404 370-0920 Office
404 377-0971 Fax
zami@zami.org
www.zami.org

AGREEMENT BETWEEN GRANTEE AND THE ASTRAEA FOUNDATION

The Board of Directors of the Astraea Foundation, Inc. has approved a grant of $1,000 to **Fund for Southern Communities** as fiscal sponsor of Zami from the Heller/Bernard Fund for fiscal year 2003-04.

The Grantee agrees and consents to the following conditions of the grant:

1) The organization receiving the grant is a registered, non-profit, tax-exempt association or organization.

2) Grantee must expend the grant for charitable, scientific, literary or educational purposes and shall use the grant solely for the purposes stated in the enclosed cover letter.

3) Substantial alterations in this project from the description given in the proposal must be mutually agreed to by the Grantee and the Astraea Foundation. Grantee shall repay to Grantor any portion of the amount granted which is not used for the purposes of the grant.

4) After a period of NINE months following the grant, or when the grant money is expended, whichever occurs first, the Grantee shall submit a report to the Grantor. Such report shall describe the progress that Grantee has made towards achieving the purposes for which this grant was made and shall detail all expenditures made from the granted funds.

5) Grantee shall not use any portion of the funds granted herein to carry on propaganda or other wise attempt to influence specific legislation, either by direct or indirect grassroots lobbying, nor to carry on directly or indirectly a voter registration drive, nor to make any grants to individuals, nor for any non-charitable or non-educational purposes.

IN WITNESS WHEREOF; this Grant Agreement is signed the

_______________ day of ___________________ in the year ________

By ______________________________ Title ___________________

____
(signature)

116 East 16th Street, Seventh Floor
New York NY 10003
T 212.529.8021 **F** 212.982.3321
www.astraeafoundation.org

Astraea LESBIAN FOUNDATION FOR JUSTICE

6/20/2005

Allyn Howard
Fund for Southern Communities
315 West Ponce De Leon, Suite 1601
Decatur , GA 30030

Dear Allyn:

Astraea Lesbian Foundation for Justice is pleased to make a grant of $1,000 to Fund for Southern Communities, as fiscal sponsor of **Zami** for general support. This grant award has been made as advised by Diane Bernard & Joan Heller, through the Heller/Bernard Fund, a donor-advised fund of the Astraea Lesbian Foundation for Justice.

Please sign and return the enclosed grant agreement as soon as possible. If a signed grant agreement is not received within 45 days, this grant is subject to cancellation. We will be able to release the grant check as soon as we receive this signed form, and Zami's final report for the fiscal year 2003-04 grant of $1,000 from the Heller/Bernard Fund.

A Grantee Fiscal and Progress Report form has been forwarded to Zami to be returned to Astraea within NINE months of receipt of the check. This report is mandatory in order to receive any future funding.

If you have an opportunity to acknowledge this grant, please credit Astraea Lesbian Foundation for Justice: Heller/Bernard Fund.

We are happy to join you in supporting this important work!

Sincerely,

Joo-Hyun Kang
Director of Programs

cc: Mary Anne Adams, Executive Director, Zami
cc: Sonya Shields, Director of Development, Astraea Lesbian Foundation for Justice

Send
G Database info
Calling

Back Stage

6:30 pm ~~B~~Rehestar

Beta Phi Omega
Sorority, Inc.
Nichole Lanier
President
7:30 pm

Look @ Check

The Fund for Southern Communities

Listing of Donation Entries for: ZAMI

Report Date: 8/23/04

Page: 1

Date	Donor ID	Name	Account #	Description	Appeal	Description	Amount	Check	Rec #	TD	Po
10/17/03	7334	Afework, Asmara Ru	Spon Proj	Sponsored Project	ZAMI	ZAMI	250.00	964	14779	Y	N
12/29/03	6175	Cleage, Pearl	Spon Proj	Sponsored Project	ZAMI	ZAMI	50.00	1627	14780	Y	N
12/28/03	7293	Kennedy, Susan	Spon Proj	Sponsored Project	ZAMI	ZAMI	200.00	1298	14781	Y	N
12/31/03	5063	Archbold, Annie	Spon Proj	Sponsored Project	ZAMI	ZAMI	150.00	4689	14782	Y	N
12/25/03	7292	Kemp, Yakini B	Spon Proj	Sponsored Project	ZAMI	ZAMI	100.00	2519	14783	Y	N
12/20/03	7146	Poteat, Tonia	Spon Proj	Sponsored Project	ZAMI	ZAMI	100.00	1831	14784	Y	N
12/17/03	7285	Harwood, Joanne R	Spon Proj	Sponsored Project	ZAMI	ZAMI	50.00	4176	14785	Y	N
12/22/03	7288	Jeter, Debra Renee	Spon Proj	Sponsored Project	ZAMI	ZAMI	100.00	3909	14786	Y	N
12/24/03	114	Cofrin, Edith Dee	Spon Proj	Sponsored Project	ZAMI	ZAMI	100.00	6214	14787	Y	N
12/21/03	3947	Clance, Lanier & Pa	Spon Proj	Sponsored Project	ZAMI	ZAMI	35.00	4108	14788	Y	N
12/19/03	3949	Ruhlman, Jill	Spon Proj	Sponsored Project	ZAMI	ZAMI	25.00	5242	14789	Y	N
12/31/03	7541	McCalla, Diedra	Spon Proj	Sponsored Project	ZAMI	ZAMI	28.00	2168	14790	Y	N
12/18/03	7542	Troka, Donna J	Spon Proj	Sponsored Project	ZAMI	ZAMI	25.00	1726	14791	Y	N
1/11/04	7140	Burke, Sheryl	9999	FSC General Acco	ZAMI	ZAMI	3,000.00	1529	14983	Y	N
1/19/04	7090	Alexander, Kelley	9999	FSC General Acco	ZAMI	ZAMI	35.00	5665	14984	Y	N
3/ 2/04	7638	Jenkins, Rhesa	9999	FSC General Acco	ZAMI	ZAMI	1,000.00	3032	14985	Y	N
2/ 2/04	7639	Willis, Lamar	9999	FSC General Acco	ZAMI	ZAMI	1,000.00	559	14986	Y	N
2/ 5/04	7640	Boardman, William	9999	FSC General Acco	ZAMI	ZAMI	20.00	2297	14987	Y	N
1/ 8/04	7641	Jennings, Jeanette	9999	FSC General Acco	ZAMI	ZAMI	50.00	1026	14988	Y	N
4/21/04	5215	Astraea National Les	Spon Proj	Sponsored Project	ZAMI	ZAMI	1,000.00	12674	15013	Y	N
4/ 9/04	7643	Jones, Sandra	Spon Proj	Sponsored Project	ZAMI	ZAMI	200.00	-311419	15014	Y	N
7/ 7/04	7317	Williams, Malik M.	Spon Proj	Sponsored Project	ZAMI	ZAMI	100.00	1239	15053	Y	N
6/19/04	7319	Moore, Ronald L	Spon Proj	Sponsored Project	ZAMI	ZAMI	100.00	1773	15054	Y	N
6/21/04	6502	Criscoula, Goldie	Spon Proj	Sponsored Project	ZAMI	ZAMI	25.00	1760	15055	Y	N
6/28/04	1072	Danna, Nick	Spon Proj	Sponsored Project	ZAMI	ZAMI	25.00	5595	15056	Y	N
6/24/04	5063	Archbold, Annie	Spon Proj	Sponsored Project	ZAMI	ZAMI	40.00	4845	15057	Y	N
6/10/04	6374	Rush, Phillip	Spon Proj	Sponsored Project	ZAMI	ZAMI	250.00	3286	15058	Y	N
6/ 5/04	7146	Poteat, Tonia	Spon Proj	Sponsored Project	ZAMI	ZAMI	100.00	1899	15059	Y	N
6/29/04	6839	Turner, Sherry L	Spon Proj	Sponsored Project	ZAMI	ZAMI	1,000.00	348	15060	Y	N
6/19/04	7319	Moore, Ronald L	Spon Proj	Sponsored Project	ZAMI	ZAMI	1,000.00	0195	15061	Y	N
6/19/04	7646	Murrill, Christopher	Spon Proj	Sponsored Project	ZAMI	ZAMI	50.00	2474	15062	Y	N

Total Amounts Received from: 10/01/2003 To 08/23/2004: **$10,208.00**

Total Amount that are Tax-Deductible Donations: **$10,208.00**
Total Amount that are Non-Deductible Donations: **$0.00**

Total Amount of Posted Donations: **$0.00**
Total Amount of Un-Posted Donations: **$10,208.00**

The Fund for Southern Communities
Listing of Donation Entries for: ZAMI

Report Date: 5/26/04
Page: 1

Date	Donor ID	Name	Account #	Description	Appeal	Description	Amount	Check	Rec #	TD	Po
7/27/03	7491	Bates, Della D	Spon Proj	Sponsored Project	ZAMI	ZAMI	75.00	1626	14596	Y	N
7/15/03	7493	Bynes, Kevin	Spon Proj	Sponsored Project	ZAMI	ZAMI	100.00	106	14598	Y	N
8/28/03	7494	Cook, Maurice	Spon Proj	Sponsored Project	ZAMI	ZAMI	100.00	119	14599	Y	N
8/15/03	5018	Belkin, Wendy	Spon Proj	Sponsored Project	ZAMI	ZAMI	1,000.00	5584	14600	Y	N
7/ 1/03	7502	Gillespie, David K	Spon Proj	Sponsored Project	ZAMI	ZAMI	1,000.00	2585	14614	Y	N
7/ 1/03	7503	Mendon, Sharon E	Spon Proj	Sponsored Project	ZAMI	ZAMI	1,000.00	6186	14615	Y	N
7/ 5/03	7505	Union City Veteriary	Spon Proj	Sponsored Project	ZAMI	ZAMI	1,500.00	1372	14617	Y	N
7/24/03	5018	Belkin, Wendy	Spon Proj	Sponsored Project	ZAMI	ZAMI	1,000.00	5552	14625	Y	N
7/ 5/03	7324	Caldwell Cherie M	Spon Proj	Sponsored Project	ZAMI	ZAMI	1,000.00	0106	14626	Y	N
9/30/03	7139	Gipson, Adele	Spon Proj	Sponsored Project	ZAMI	ZAMI	250.00	ZAMI	14664	Y	N
9/30/03	7332	Gipson, Patricia	Spon Proj	Sponsored Project	ZAMI	ZAMI	20.00	ZAMI	14665	Y	N
9/30/03	7226	Booker Gail	Spon Proj	Sponsored Project	ZAMI	ZAMI	25.00	ZAMI	14666	Y	N
9/30/03	7181	Cryme and Rhonda	Spon Proj	Sponsored Project	ZAMI	ZAMI	150.00	zami	14667	Y	N
9/30/03	5455	Ross, Loretta	Spon Proj	Sponsored Project	ZAMI	ZAMI	200.00	zami	14668	Y	N
10/17/03	7334	Afework, Asmara Ru	Spon Proj	Sponsored Project	ZAMI	ZAMI	250.00	964	14779	Y	N
12/29/03	6175	Cleage, Pearl	Spon Proj	Sponsored Project	ZAMI	ZAMI	50.00	1627	14780	Y	N
12/28/03	7293	Kennedy, Susan	Spon Proj	Sponsored Project	ZAMI	ZAMI	200.00	1298	14781	Y	N
12/31/03	5063	Archbold, Annie	Spon Proj	Sponsored Project	ZAMI	ZAMI	150.00	4689	14782	Y	N
12/25/03	7292	Kemp, Yakini B	Spon Proj	Sponsored Project	ZAMI	ZAMI	100.00	2519	14783	Y	N
12/20/03	7146	Poteat, Tonia	Spon Proj	Sponsored Project	ZAMI	ZAMI	100.00	1831	14784	Y	N
12/17/03	7285	Harwood, Joanne R	Spon Proj	Sponsored Project	ZAMI	ZAMI	50.00	4176	14785	Y	N
12/22/03	7288	Jeter, Debra Renee	Spon Proj	Sponsored Project	ZAMI	ZAMI	100.00	3909	14786	Y	N
12/24/03	114	Cofr n, Edith Dee	Spon Proj	Sponsored Project	ZAMI	ZAMI	100.00	6214	14787	Y	N
12/21/03	3947	Clar ce, Lanier & Pa	Spon Proj	Sponsored Project	ZAMI	ZAMI	35.00	4108	14788	Y	N
12/19/03	3949	Rul iman, Jill	Spon Proj	Sponsored Project	ZAMI	ZAMI	25.00	5242	14789	Y	N
12/31/03	7541	McCalla, Diedra	Spon Proj	Sponsored Project	ZAMI	ZAMI	28.00	2168	14790	Y	N
12/18/03	7542	Tr ka, Donna J	Spon Proj	Sponsored Project	ZAMI	ZAMI	25.00	1726	14791	Y	N
1/11/04	7140	Burke, Sheryl	9999	FSC General Acco	ZAMI	ZAMI	3,000.00	1529	14983	Y	N
1/19/04	7090	Alexander, Kelley	9999	FSC General Acco	ZAMI	ZAMI	35.00	5665	14984	Y	N
3/ 2/04	7638	Jenkins, Rhesa	9999	FSC General Acco	ZAMI	ZAMI	1,000.00	3032	14985	Y	N
2/ 2/04	7639	Willis, Lamar	9999	FSC General Acco	ZAMI	ZAMI	1,000.00	559	14986	Y	N
2/ 5/04	7640	Boardman, William	9999	FSC General Acco	ZAMI	ZAMI	20.00	2297	14987	Y	N
1/ 8/04	7641	Jennings, Jeanette	9999	FSC General Acco	ZAMI	ZAMI	50.00	1026	14988	Y	N
4/21/04	5215	Astraea National Les	Spon Proj	Sponsored Project	ZAMI	ZAMI	1,000.00	12674	15013	Y	N
4/ 9/04	764	Jones, Sandra	Spon Proj	Sponsored Project	ZAMI	ZAMI	200.00	-311419	15014	Y	N

Total Amounts Received from: 07/01/2003 To 05/25/2004:	**$14,938.00**
Total Amount that are Tax-Deductible Donations:	**$14,938.00**
Total Amount that are Non-Deductible Donations:	**$0.00**
Total Amount of Posted Donations:	**$0.00**
Total Amount of Un-Posted Donations:	**$14,938.00**

+ 135
15,073.00

6/15/03 EDITH BIGGERS $100.00 #4337

3/18/03 KECIA CUNNIGHAM $ 35.00 #6841

ZAMI, Inc.
Operating Budget
07/01/2003 - 06/30/2004

	Grants Applied For		Donations	
	FSC	**Astraea**	**Scholarship**	**Total**
Revenue:				
Grant Income	5,000	10,000		15,000
Donations			32,000	32,000
Membership Dues**	2,500			2,500
Fundraising *			10,000	10,000
Total Revenue	***7,500***	***10,000***	***42,000***	***59,500***
Expenses:				
Fundraising Expenses			(2,000)	(2,000)
Staff Wages	(2,800)	(4,800)	(1,200)	(8,800)
Facilitator Fee		(1,200)		(1,200)
Marketing/Advertising		(2,000)		(2,000)
Rent	(1,200)	(1,200)	(1,800)	(4,200)
Phone	(400)			(400)
PO Box	(55)			(55)
Postage	(200)		(400)	(600)
Copying	(100)		(450)	(550)
Office Supplies	(150)			(150)
Brochures	(250)		(400)	(650)
Bank/Finance Charges	(60)			(60)
Meals/Ent./Catering	(200)		(1,400)	(1,600)
Miscellaneous	(150)		(200)	(350)
Web Site Mtnce	(500)			(500)
Utilities	(635)			(635)
Facility Rental Fee		(800)	(350)	(1,150)
Transportation			(1,065)	(1,065)
Lodging			(500)	(500)
Scholarships Awarded			(16,000)	(16,000)
Interpreting Services	(800)		(235)	(1,035)
Total Expenses	***(7,500)***	***(10,000)***	***(26,000)***	***(43,500)***
Net Income* ***			***16,000***	***16,000***

* Fundraising activities described below:
Drag King Show
Gay/Lesbian Couples Dating Game
Basketball Tourney
ZAMI T-Shirts
Scholarship Brunch

**Membership Drive Projections

*** Represents unawarded scholarships that will be granted in the following fiscal year.

"Acknowledged, our dreams can shape the realities of our future, if we arm them with the hard work and scrutiny of now." - Audre Lorde

ORGANIZATIONAL STRUCTURE AND PROCESS

ZAMI has an eight member Board of Directors that is responsible for the overall direction of the organization and its fiscal well-being. The board meets once a month but also convenes as needed for special decisions. Decisions are usually made via consensus but if necessary are made with majority rule. The board maintains a list serve and will sometimes weigh in on issues there but it does not take the place of the monthly meetings.

The Executive Director is responsible for the daily operations of the organization as well as primary fundraising. The office is staffed part-time by ZAMI members who volunteer their time to answer the phones and conduct general office tasks as well as work on specific projects.

ZAMI currently has two key committees that are chaired by board members: programming and fundraising. We also have general volunteer meetings bi- monthly and recruit volunteers that way as well as through our website. We maintain a volunteer list serve and also get a great deal of feedback via our general list serve. Our support groups, which average about 50 women per month, are key in shaping programming and the direction of the organization.

In late 2003, ZAMI became a membership organization and is currently recruiting members. ZAMI has never had regular, paid staff and is indeed a volunteer driven organization. Moreover, the Executive Director has always maintained full-time employment elsewhere. Much of our time is spent securing monies to maintain our scholarship fund. This year, because of extreme demand, we went national and also for the first time funded a scholarship to a black gay male. Over the years, we have been able to build a donor base of primarily black lesbians who fund the awards. However, we have to continue to expend energy and effort to keep the donor base vital. Additionally, we have to raise dollars to administer the fund. Each year, we have a scholarship program where we celebrate and honor the recipients. ZAMI bears all of the expense for the recipients for the weekend: flight, hotel, transportation and meals.

During the next twelve months, with membership fees, grants from The Fund for Southern Community and Astraea Foundation for general operating support, and participation in the Democracy Project of the Gill Foundation to help increase our fund-raising capacity and advocacy skills, we should be able to achieve the multiple objectives outlined earlier. If we raise fewer funds than projected, we will prioritize outreach efforts, programming and securing assisted materials and devices for the visually and hearing impaired.

MEASURABLE OUTCOMES

1. A self-report paper and pencil survey will be developed to determine the needs of Black lesbians. April 2004
2. Data from the survey will be used to identify and develop projects for our general programs. June 2004
3. At six months a self-report paper and pencil survey will be developed to determine the level of satisfaction with general programming. December 2004

Our greatest challenge has been dealing with "the closet" and the internalized/external homophobia that many women face, perceived or real. There are lesbians who are afraid to come to our functions because they are afraid of losing their jobs or being seen by family, friends, or church members. Conversely, there are lesbians who drive 100-200 miles from outlying areas to come to our Sunday meetings where they can be "themselves". ZAMI needs to continue to exist in the community as a proactive, visible out organization, which serves to empower and affirm Black lesbians.

We were fortunate to receive funding two years ago to build our website. It has given us a national as well as a local audience and allowed many women to find us. ZAMI's list serve has become a daily connecting point because it offers anonymity as well as a sense of community.

Our Audre Lorde scholarship fund is the only one of its kind that specifically targets "out Black lesbians" who attend colleges in the United States. We are understandably proud of having a 100 percent graduation rate for our awardees who are making a difference all over the world.

Over the years, we have taken lessons and made friends. It is actually a testament to our longevity, our resilience and help from our friends that we have endured. But we are now ready to take that next step to thrive and we will not be able to do that without shoring up our infrastructure. We need to hire and develop staff as well as create a dedicated pool of volunteers. These are our challenges and with financial assistance, we can meet them.

During the next twelve months, with membership fees, grants from The Fund for Southern Community and Astraea Foundation for general operating support, and participation in the Democracy Project of the Gill Foundation to help increase our fund-raising capacity, and advocacy skills; we should be able to achieve the multiple objectives outlined earlier. If we raise fewer funds than projected, we will prioritize outreach efforts, programming and securing assisted materials and devices for the visually and hearing impaired.

MEASURABLE OUTCOMES

1. A self-report paper and pencil survey will be developed to determine the needs of Black lesbians. April 2004
2. Data from the survey will be used to identify and develop projects for our general programs. June 2004
3. At six months a self-report paper and pencil survey will be developed to determine the level of satisfaction with general programming. December 2004

Our greatest challenge has been dealing with "the closet" and the internal/external homophobia that many women feel; perceived or real. There are lesbians who are afraid to come to our functions because they are afraid of losing their jobs or being seen by family, friends, or church members. Conversely, there are lesbians who drive 100-200 miles from rural outlying areas to come to our Sunday meetings where they can be "themselves". ZAMI needs to continue to exist in the community as a powerful, visible out organization, which serves to empower and affirm Black lesbians.

We were fortunate to receive funding two years ago to build our website. It has given us a national as well as a local audience and allowed many women to find us. ZAMI's list serve has become a daily connecting point because it offers anonymity as well as a sense of community.

Our Audre Lorde scholarship fund is the only one of its kind that specifically targets "out Black lesbians" who attend college in the United States. We are understandably proud of having a 100 percent graduation rate for our scholars who are making a difference all over the world.

Over the years, we have taken lemons and make lemonade. It is actually a testament to our ingenuity, resourcefulness and help from our friends that we have endured. But we are now ready to take that next step- to thrive and we will not be able to do that without shoring up our infrastructure. We need to hire and develop staff as well as train a dedicated pool of volunteers. Those are our challenges and with financial assistance, we can meet them.

to participate in our annual Drag King fundraiser and we have been able to maintain our relationship.

In July 2003, we obtained space from the Atlanta Lesbian Cancer Initiative to provide an 8 week sign language class that was open to all women. This class was taught once weekly by a deaf, black lesbian certified in American Sign Language and indeed attracted 10 women of all races. ZAMI provided all of the recruitment, outreach, marketing and administrative efforts. The instructor was compensated with the fees paid by the students.

For the first time ever, we were able to hire Specialized Sign Language Interpreter (s) for our major fundraising events, which is something that deaf members of our community had requested. We were also able to provide large print for the visually impaired for special programs. Finally, we have secured our own meeting space, where Black lesbians can drop in and feel safe.

The additional benefits that we received as a result of the Astraea grant was the deaf / visually impaired and working class communities believing that we are serious about inclusivity. ZAMI was also the only organization in the country chosen as the winner of the DC Black Pride 2003 Ruth Ellis Award which is presented to an organization whose leadership, action, creativity and/or service has made a positive impact in the lives of black gay, lesbian bisexual and transgender persons in the community.

As ZAMI continues to grow in significance for the community it serves, we believe it is important that we remain on course with the stated goals of our mission by expanding programming and improving outreach to provide more services to our younger sisters as well as poor, working class and disabled wimmin. We have identified and are in regular contact with deaf lesbians in our community who want to attend our support groups and activities. We would like to be able to provide an interpreter (s) as a regular part of our programming and we are committed to seeking the funding to provide this service on a consistent basis.

Our chair of programming is a board member who is visually impaired. We would like to provide readings materials for the visually impaired as well as to provide assisted devices/software for our office computer. We also want to provide honorarium for facilitators so that we can provide workshops and guided discussions in a safe space for hearing and seeing lesbians and hearing impaired and deaf lesbians to interact and converse with each other.

ZAMI will continue to run our monthly support/discussion groups as well as develop specific programming in collaboration with other community groups. Since its inception, ZAMI has relied on volunteers, Board of Directors and supporters who have volunteered their time, energy and amazing labor to create the largest base of support for Black lesbian/ bisexual women in the Atlanta metropolitan area. Certainly, from time to time, we have benefitted from paid staff and as our programming continues to expand in number and significance, we are now ready to take the next step to sustained paid staff positions.

We are proud that our work has fostered an environment of community cooperation toward meeting the needs of Black lesbians, a traditionally underserved population. However, we have learned through personal experience, and during our outreach efforts that isolation, discrimination and internalized homophobia significantly impacts the day-to-day lives of Black lesbian and bisexual women. Many of these women have expressed discomfort and fear in what they describe as a virulently homophobic environment.

PROBLEMS, ISSUES:

To help alleviate feelings of loneliness, isolation and confusion among Black lesbian women, ZAMI continues to work hard to establish "Safe Sistah Spaces," which provide a consistent source of support and positive role modeling. ZAMI has long seen the need for advocacy and education and has informally attempted to fill that need with a volunteer driven collective.

The ZAMI Board decided that a funding priority in 2002 would be to engage the services of a Black lesbian certified hearing interpreter for our scholarship program and this is the response that we receive via our list serve: **"Wow WOw WOW WOW WOW Wow WOw WOW WOW WOW!!!!!!!!!!!!!!!!!!!! First off... last night event was WONDERFUL. My goodness I could not describe the emotions i'm feeling now. (Its 6:52 am and I haven't been to sleep YET!). Beautiful people, simply beautiful and intelligent. The recipients were marvelous!!! Mary Anne and the board members... I can't tell you how much I wanted to thank you for making me feel so comfortable. Not once I felt left out. I laughed with everyone, I shed a tear with everyone, I enjoyed Lily along with everyone, I enjoyed ADODI Muse with every one.. I even signed along with nana. Want me keep going!!?? naww.. This is the 1st time.. in my whole adult life as a Black Deaf Lesbian.. I felt right at home with other hearing Black GLBT last nite. After the function, I met a few people. Feels good that they put my deafness aside and took a time to try to communicate with me. I got to give Persis the prop. Interpreting nonstop for more than 2 hours. Again Thank you everyone. I have to share this. This is the very 1st time I went into Black (hearing) GBLT community and went home with a smile on my face, feeling warm and welcomed. SO THANK YOU everyone!! Truly a memory for me "**

In 2003, we secured an $8000 grant from **The Astraea Lesbian Action Foundation** for general operating expenses to assist with expanding programming and improving outreach to provide more services to younger women as well as poor, working class and disabled women. We also wanted to be able to provide an interpreter (s) as a regular part of special programming and to provide some financial compensation for our Executive Director.

The funding definitely helped us increase our outreach efforts to Black lesbians in metro Atlanta through newspaper ads, flyers, social activities, direct mailing, support groups, special programming and utilization of our list serve and website. More specifically, we organized an extremely successful basketball tourney during the weekend of the NCAA Women's basketball tourney in Atlanta and attracted many young lesbians who tried out for our basketball team. Around this same time, we were invited by a group of working class black lesbians called the "Walker Empire" to assist them with a fund raiser. Moreover, they agreed

inundated with requests ranging from speaking engagements to emergency housing. Some of these requests:
A call from Atlanta's Rainbow House, a shelter for homeless lgbt youth, to mentor two young Black lesbian residents; a request from a DeKalb County school counselor to walk a young Black lesbian through the college and the financial aid application process; a request from a member of Atlanta's PFLAG (Parents and Friends of Lesbians and Gays) to locate someone to talk with a straight Black mother who has been physically abusing her sixteen year old lesbian daughter; and frequent late night calls from students at the AUC (Atlanta University Center) who are depressed because their families refuse to accept their sexual orientation.

ZAMI is one of the few organizations in the city that is intentional about working across race, class, orientation and gender lines. Not only do we identify as a lesbian organization but also a feminist one and we consider our community building and social justice as our work. Toward this end, we frequently organize special programs that deal with issues of interest to many of the communities we traverse. Last year, along with Emory University Office of Lesbian/Gay/Bisexual/Transgender Life, and Atlanta Lesbian Cancer Initiative, we were able to pool our financial resources and bring in filmmaker, Jennifer Abod and her partner, Angela Bowen to screen the Atlanta premiere of *"The Edge of Each Others Battles: The Vision of Audre Lorde"*.

ZAMI also reached out to diverse groups in the city and were able to garner their participation as co-sponsors: Charis Circle, Enlight Atlanta, First Existentialist Congregation, Fourth Tuesday, Georgia Equality Project, Women's Studies Institute at Georgia State University, God, Self and Neighbor, Human Rights Atlanta, Men Stopping Violence, PFLAG Atlanta, Project South, Second Sunday, The Atlanta L/G/B/T Center, The Feminist Women's Health Center, Unity Fellowship, and YouthPride.

For several years, ZAMI has marched in the annual Martin Luther King, Jr., holiday parade. In addition, for the past two years ZAMI has been a sponsor of the Bayard Rustin community breakfast along with In The Life Atlanta (ITLA), The Atlanta L/G/B/T Center, and Congregation Bet Haverim. It has proven to be an amazing success and has become an annual event. Others collaborations have included a Lesbian/ Bisexual/ Transgender and Questioning Women of Color Health & Wellness Day sponsored by Grady Health Systems, Unity Fellowship, ZAMI and Agouron Pharmaceuticals, Inc. Topics included STD's/HIV, Adoption, Financial Planning, Legal Issues for Same Sex Partners, Safer Sex, and Circle of Sisters.

We also participated in a Town Hall Meeting on Welfare Reform & Living Wages Co-sponsored by: Atlanta 9 to 5, Atlanta Labor Council, Atlanta Living Wage Campaign, Atlanta Women's Foundation, Center for Human Rights Education, Empty the Shelters, Georgia Citizens Coalition on Hunger, Georgians for Equal Justice, Georgia Employee Federation, Georgia Human Rights Union, Project South, Georgia Rural Urban Summit, Task force for the Homeless, Up and Out of Poverty Now! Coalition, WRFG Radio, and ZAMI.

Pride: Ruth Ellis @100 by Yvonne Welbon with Emory University Office of Lesbian/ Gay/ Bisexual / and Transgendered (LGBT) Life.

- Sponsored a reading on the work of Pat Parker, Black lesbian feminist poet, in conjunction with Charis Circle, Atlanta Lesbian Cancer Initiative, and the First Existentialist Congregation; and
- Sponsored the first forum ever held on homosexuality and spirituality at Spelman College with Afrekete, Spelman College's lesbian and bisexual student group
- Hosted a workshop with Afrekete presented by the Chrysalis Project – a project of the Feminist Women's Health Center, which addresses gynecological health issues for young lesbian, bisexual and questioning women); and
- Hosted workshops on lesbian battering with Dekalb County Women's Resource Center to End Domestic Violence.

CURRENT PROGRAMS

ZAMI hosts and facilitates a monthly workshop and three monthly support groups. Workshops are held the first Sunday of each month from 4-6 pm and are held at ALCI (Atlanta Lesbian Cancer Initiative) Workshop topics range from basic financial management to safer sex to the ABC's of pet care.

All Support Group Meetings are from 4-6 pm and are held on Sundays at our office located at 111 East Maple Street in downtown Decatur.
2nd Sundays
General Discussion on topics relevant to Black Lesbians
3rd Sundays
Black Lesbians with Children Group
4th Sundays
Spirituality Group for Black Lesbians

ZAMI also sponsors:

- Drum Sista: A performance drumming group which meets weekly and is open to all lesbians of color and;
- Drum Circle: A monthly drumming group which offers women basic instruction in drumming and a jam session
- A weekly Sign Language Class
- A weekly Book Reading group: Reading is Erotic: Discussing the Work of Audre Lorde

Moreover, we host and moderate AtlZAMI, a national information and discussion list serve which is open to all members of the l/b/t/q community.

SOCIAL CHANGE:

Because ZAMI is a highly visible, "out" organization that has established a track record for successful programming and support to the Black lesbian community; we are

ZAMI APPLICATION
The Fund for Southern Communities (FSC)

General Operating Support

HISTORY and PURPOSE

In October 1988, in Atlanta, Georgia; a Women of Color Caucus (WOCC) was created by lesbian members of the African-American Lesbian and Gay Alliance (AALGA) to focus on their political, social, economic, and personal needs. In June 1990, WOCC members voted to secede from AALGA in order to become an autonomous entity. Ever evolving, these women renamed themselves ZAMI- a Carriacou word meaning women who work together as friends and lovers. The name ZAMI also honors the late Audre Lorde, a Black lesbian feminist.

During its first five years ZAMI sponsored monthly community gatherings and special programming to provide a base of support for lesbians of African descent. In these settings; attendees could participate in lively discussions, gather information on health and well being or enjoy the talents of local and national authors. In February of 1995, ZAMI narrowed its focus to:

- develop, promote, enhance and sustain the Audre Lorde Scholarship Fund;
- provide mentoring and leadership development for young lesbians through informal counseling and referral, safe discussion space, workshops, presentations and social gatherings;
- promote and showcase emerging as well as established lesbian writers of color by facilitating community collaborations and providing venues which are affirming and empowering and

ACCOMPLISHMENTS

Since its inception, ZAMI has been successful in developing a number of community partnerships, which have been important for organizing programs and activities related to its mission. Some highlights follow:

- Since 1997, awarded 49 scholarships of $1,000.00 each to "out" Black lesbians and "out" Black gay males attending colleges/ universities in the United States.
- Launched an outreach program for lesbian and bisexual women in the Atlanta University Center
- Sponsored a month long Sex and Sexuality Series.
- Sponsored a weekend retreat on internalized homophobia for black lesbians
- Hosted the Atlanta Premiere of *A Litany for Survival: The Life and Work of Audre Lorde,* by Michelle Parkerson and Ada Gay Griffin and *Living With*

ZAMI, Inc.
Operating Budget
07/01/2003 - 06/30/2004

	Grants Applied For		Donations	
	FSC	Astraea	Scholarship	Total
Revenue:				
Grant Income	5,000	10,000		15,000
Donations			32,000	32,000
Membership Dues**	2,500			2,500
Fundraising *			10,000	10,000
Total Revenue	***7,500***	***10,000***	***42,000***	***59,500***
Expenses:				
Fundraising Expenses			(2,000)	(2,000)
Staff Wages	(2,800)	(4,800)	(1,200)	(8,800)
Facilitator Fee		(1,200)		(1,200)
Marketing/Advertising		(2,000)		(2,000)
Rent	(1,200)	(1,200)	(1,800)	(4,200)
Phone	(400)			(400)
PO Box	(55)			(55)
Postage	(200)		(400)	(600)
Copying	(100)		(450)	(550)
Office Supplies	(150)			(150)
Brochures	(250)		(400)	(650)
Bank/Finance Charges	(60)			(60)
Meals/Ent./Catering	(200)		(1,400)	(1,600)
Miscellaneous	(150)		(200)	(350)
Web Site Mtnce	(500)			(500)
Utilities	(635)			(635)
Facility Rental Fee		(800)	(350)	(1,150)
Transportation			(1,065)	(1,065)
Lodging			(500)	(500)
Scholarships Awarded			(16,000)	(16,000)
Interpreting Services	(800)		(235)	(1,035)
Total Expenses	***(7,500)***	***(10,000)***	***(26,000)***	***(43,500)***
Net Income* ***			***16,000***	***16,000***

* Fundraising activities described below:
Drag King Show
Gay/Lesbian Couples Dating Game
Basketball Tourney
ZAMI T-Shirts
Scholarship Brunch
**Membership Drive Projections
*** Represents unawarded scholarships that will be granted in the following fiscal year.

"Acknowledged, our dreams can shape the realities of our future, if we arm them with the hard work and scrutiny of now." - Audre Lorde

ORGANIZATIONAL STRUCTURE AND PROCESS

ZAMI has an eight member Board of Directors that is responsible for the overall direction of the organization and its fiscal well-being. The board meets once a month but also convenes as needed for special decisions. Decisions are usually made via consensus but if necessary are made with majority rule. The board maintains a list serve and will sometimes weigh in on issues there but it does not take the place of the monthly meetings.

The Executive Director is responsible for the daily operations of the organization as well as primary fundraising. The office is staffed part-time by ZAMI members who volunteer their time to answer the phones and conduct general office tasks as well as work on specific projects.

ZAMI currently has two key committees that are chaired by board members: programming and fundraising. We also have general volunteer meetings bi- monthly and recruit volunteers that way as well as through our website. We maintain a volunteer list serve and also get a great deal of feedback via our general list serve. Our support groups, which average about 50 women per month, are key in shaping programming and the direction of the organization.

In late 2003, ZAMI became a membership organization and is currently recruiting members. ZAMI has never had regular, paid staff and is indeed a volunteer driven organization. Moreover, the Executive Director has always maintained full-time employment elsewhere. Much of our time is spent securing monies to maintain our scholarship fund. This year, because of extreme demand, we went national and also for the first time funded a scholarship to a black gay male. Over the years, we have been able to build a donor base of primarily black lesbians who fund the awards. However, we have to continue to expend energy and effort to keep the donor base vital. Additionally, we have to raise dollars to administer the fund. Each year, we have a scholarship program where we celebrate and honor the recipients. ZAMI bears all of the expense for the recipients for the weekend: flight, hotel, transportation and meals.

During the next twelve months, with membership fees, grants from The Fund for Southern Communities and Astraea Foundation for general operating support, and participation in the Democracy Project of the Gill Foundation to help increase our fund-raising capacity, and advocacy skills, we should be able to achieve the multiple objectives outlined earlier. If we raise these funds (as proposed), we will prioritize outreach efforts, programming and securing printed materials and devices for the visually and hearing impaired.

MEASURABLE OUTCOMES

1. A self-report paper and pencil survey will be developed to determine the needs of Black lesbians. April 2004.

2. Data from the survey will be used to identify and develop projects for our general programs. June 2004.

3. At six months a self-report paper and pencil survey will be developed to determine the level of satisfaction with general programming. December 2004.

Our greatest challenge has been dealing with "the closet" and the lesbophobia/homophobia that many women feel, perceived or real. There are lesbians who are afraid to come to our functions because they are afraid of losing their jobs or being seen by family, friends, or church members. Conversely, there are lesbians who drive 100-200 miles from rural outlying areas to come to our "family" gatherings where they can be "themselves." ZAMI needs to continue to exist in the community as a powerful, visible out organization, which serves to empower and affirm Black lesbians.

We were fortunate to receive funding two years ago to build our website. It has given us a national as well as a local audience and allowed many women to find us. ZAMI's list serve has become a daily connecting point because it offers anonymity as well as a sense of community.

Our Audre Lorde scholarship fund is the only one of its kind that specifically targets "out Black lesbians" who attend colleges in the United States. We are understandably proud of having a 100 percent graduation rate for our scholars who are making a difference all over the world.

Over the years, we have taken lemons and made lemonade. It is actually a testament to our ingenuity, resourcefulness and help from our friends that we have endured. But we are now ready to take that next step to thrive and we will not be able to do this without shoring up our infrastructure. We need to hire and develop staff as well as train a dedicated cadre of volunteers. These are our challenges and with financial assistance, we can meet them.

During the next twelve months, with membership fees, grants from The Fund for Southern Community and Astraea Foundation for general operating support, and participation in the Democracy Project of the Gill Foundation to help increase our fund-raising capacity, and advocacy skills; we should be able to achieve the multiple objectives outlined earlier. If we raise fewer funds than projected, we will prioritize outreach efforts, programming and securing assisted materials and devices for the visually and hearing impaired.

MEASURABLE OUTCOMES

1. A self-report paper and pencil survey will be developed to determine the needs of Black lesbians. April 2004

2. Data from the survey will be used to identify and develop projects for our general programs. June 2004

3. At six months a self-report paper and pencil survey will be developed to determine the level of satisfaction with general programming. December 2004

Our greatest challenge has been dealing with "the closet" and the internal/external homophobia that many women feel; perceived or real. There are lesbians who are afraid to come to our functions because they are afraid of losing their jobs or being seen by family, friends, or church members. Conversely, there are lesbians who drive 100-200 miles from rural outlying areas to come to our Sunday meetings where they can be "themselves". ZAMI needs to continue to exist in the community as a powerful, visible out organization, which serves to empower and affirm Black lesbians.

We were fortunate to receive funding two years ago to build our website. It has given us a national as well as a local audience and allowed many women to find us. ZAMI's list serve has become a daily connecting point because it offers anonymity as well as a sense of community.

Our Audre Lorde scholarship fund is the only one of its kind that specifically targets "out Black lesbians" who attend college in the United States. We are understandably proud of having a 100 percent graduation rate for our scholars who are making a difference all over the world.

Over the years, we have taken lemons and make lemonade. It is actually a testament to our ingenuity, resourcefulness and help from our friends that we have endured. But we are now ready to take that next step- to thrive and we will not be able to do that without shoring up our infrastructure. We need to hire and develop staff as well as train a dedicated pool of volunteers. Those are our challenges and with financial assistance, we can meet them.

to participate in our annual Drag King fundraiser and we have been able to augment our volunteers.

In July 2004, we obtained a grant from the Atlanta Lesbian Cancer Initiative to provide an 8 week sign language class that encouraged small women. The class was taught (on a weekly) by a deaf, Black lesbian certified in American Sign Language and indeed attracted 10 women of all races. ZAMI provided all of the recruitment, outreach, marketing and administrative efforts. The instructor was compensated with the fees paid by the students.

For the first time ever, we were able to hire Specialized Sign Language Interpreters (3) for our major fundraising events, which is something that deaf members of our community had requested. We were also able to provide large print for the visually impaired for special programs. Finally, we have secured our own meeting space, where Black lesbians can drop in and feel safe.

The additional benefits that we received as a result of the Atlanta grant was the deaf & visually impaired and working class communities believing that we are serious about inclusion. ZAMI was also the only organization in the country chosen as the winner of the DC Black Pride 2004 Ruth Ellis Award, which is presented to an organization whose leadership, service, advocacy and/or activism has made a positive impact on the lives of Black gay, lesbian, bisexual and transgender persons in the community.

As ZAMI continues to grow in significance for the community it serves, we believe it is important that we remain consistent with the stated goals of our mission by expanding programming and intensifying outreach to provide more services to our younger sisters as well as older, working class and disabled women. We have identified and are in need to connect with deaf lesbians in our community who want to attend our support groups and activities. We would like to be able to provide an interpreter (s) as a regular part of our programming and we are committed to seeking the funding to provide this service on a consistent basis.

Our chair of programming is a board member who is visually impaired. We would like to provide reading materials for the visually impaired as well as to provide assistive technology for our office computer. We also want to provide interpretation for facilitators so that we can provide workshops and general discussions in a safe space for hearing and seeing lesbians and hearing impaired and deaf lesbians to interact and converse with each other.

ZAMI will continue to run our monthly support/discussion groups as well as develop specific programming in collaboration with other community groups. Since its inception, ZAMI has relied on volunteers, Board of Directors and supporters who have volunteered their time, energy and amazing talent to create the largest base of support for Black lesbian/bisexual women in the Atlanta metropolitan area. Currently, from time to time, we have benefited from paid staff and as our programming continues to expand in number and significance, we are now ready to take the next step to increased paid staff positions.

to participate in our annual Drag King fundraiser and we have been able to maintain our relationship.

In July 2003, we obtained space from the Atlanta Lesbian Cancer Initiative to provide an 8 week sign language class that was open to all women. This class was taught once weekly by a deaf, black lesbian certified in American Sign Language and indeed attracted 10 women of all races. ZAMI provided all of the recruitment, outreach, marketing and administrative efforts. The instructor was compensated with the fees paid by the students.

For the first time ever, we were able to hire Specialized Sign Language Interpreter (s) for our major fundraising events, which is something that deaf members of our community had requested. We were also able to provide large print for the visually impaired for special programs. Finally, we have secured our own meeting space, where Black lesbians can drop in and feel safe.

The additional benefits that we received as a result of the Astraea grant was the deaf / visually impaired and working class communities believing that we are serious about inclusivity. ZAMI was also the only organization in the country chosen as the winner of the DC Black Pride 2003 Ruth Ellis Award which is presented to an organization whose leadership, action, creativity and/or service has made a positive impact in the lives of black gay, lesbian bisexual and transgender persons in the community.

As ZAMI continues to grow in significance for the community it serves, we believe it is important that we remain on course with the stated goals of our mission by expanding programming and improving outreach to provide more services to our younger sisters as well as poor, working class and disabled wimmin. We have identified and are in regular contact with deaf lesbians in our community who want to attend our support groups and activities. We would like to be able to provide an interpreter (s) as a regular part of our programming and we are committed to seeking the funding to provide this service on a consistent basis.

Our chair of programming is a board member who is visually impaired. We would like to provide readings materials for the visually impaired as well as to provide assisted devices/software for our office computer. We also want to provide honorarium for facilitators so that we can provide workshops and guided discussions in a safe space for hearing and seeing lesbians and hearing impaired and deaf lesbians to interact and converse with each other.

ZAMI will continue to run our monthly support/discussion groups as well as develop specific programming in collaboration with other community groups. Since its inception, ZAMI has relied on volunteers, Board of Directors and supporters who have volunteered their time, energy and amazing labor to create the largest base of support for Black lesbian/ bisexual women in the Atlanta metropolitan area. Certainly, from time to time, we have benefitted from paid staff and as our programming continues to expand in number and significance, we are now ready to take the next step to sustained paid staff positions.

We are proud that our work has fostered an environment of community acceptance toward meeting the needs of Black lesbians, a traditionally underserved population. However, we have learned through personal experiences, and during our outreach efforts and networks, that isolation, discrimination and internalized homophobia significantly impacts the day-to-day lives of Black lesbians and bisexual women. Many of these women have expressed discomfort and fear in what they describe as a virulently homophobic environment.

PROBLEMS, ISSUES:

To help alleviate feelings of loneliness, isolation and invisibility among Black lesbian women, ZAMI continues to work hard to establish "Safe Sistah Spaces," which provide a consistent source of support and positive role modeling. ZAMI has long seen the need for advocacy and education and has informally attempted to fill this need with a volunteer driven collective.

The ZAMI Board decided that a funding priority in 2002 would be to engage the services of a Black lesbian certified hearing interpreter for our scholarship program and this is the response that we receive via our list server: "Wow WOW WOW WOW WOW Wow WOW WOW WOW WOW!!!!!!!!!!!!!! First off... last night event was WONDERFUL. My goodness I could not describe the emotions I'm feeling now. (Its 4:52 am and I haven't been to sleep YET). Beautiful people, simply beautiful and intelligent. The recipients were phenomenal!!! Mary Anne and the board members... I can't tell you how much I wanted to thank you for making me feel so comfortable. Not once I felt left out. I laughed with everyone, I shed a tear with everyone. I enjoyed Lily along with everyone, I enjoyed ANGIE Jones with every step...I even signed along with Anne. What are they saying??? never... This is the 1st time... in my whole adult life as a Black Deaf Lesbian, I felt right at home with other hearing Black GLBT last nite. After the function, I met a few people. It's good that they put any deafness aside and took a time to try to communicate with me. I got to give Pamm the great, interpreting meaning for more than 2 hours. Again, thank you everyone. I have to share this. This is the very 1st time I went into Black (hearing) GBLT community and went home with a smile on my face, feeling warm and welcomed. SO THANK YOU everyone!! Truly a memory for me."

In 2002, we secured an $8000 grant from The Astraea Lesbian Action Foundation for general operating expenses to assist with expanding programming and improving outreach to provide more services to younger women as well as poor, working class and disabled women. We also wanted to be able to provide an interpreter fee as a regular part of special programming and to provide some financial compensation for our Executive Director.

The funding definitely helped us increase our outreach efforts to Black lesbians in metro Atlanta through newspaper ads, flyers, social activities, outreach tabling, support groups, special programming and distribution of our list server and website. More specifically, we organized an extremely successful Tailgate party during the weekend of the NCAA Women's basketball tourney in Atlanta that attracted many young lesbians who turned out for the basketball game. Around this same time, we were invited by a group of working class Black lesbians called the "Wolfpack Empire" to meet them with a local mixer. Moreover, this agreed

We are proud that our work has fostered an environment of community cooperation toward meeting the needs of Black lesbians, a traditionally underserved population. However, we have learned through personal experience, and during our outreach efforts that isolation, discrimination and internalized homophobia significantly impacts the day-to-day lives of Black lesbian and bisexual women. Many of these women have expressed discomfort and fear in what they describe as a virulently homophobic environment.

PROBLEMS, ISSUES:

To help alleviate feelings of loneliness, isolation and confusion among Black lesbian women, ZAMI continues to work hard to establish "Safe Sistah Spaces," which provide a consistent source of support and positive role modeling. ZAMI has long seen the need for advocacy and education and has informally attempted to fill that need with a volunteer driven collective.

The ZAMI Board decided that a funding priority in 2002 would be to engage the services of a Black lesbian certified hearing interpreter for our scholarship program and this is the response that we receive via our list serve: **"Wow WOw WOW WOW WOW Wow WOw WOW WOW WOW!!!!!!!!!!!!!!!!!!!! First off... last night event was WONDERFUL. My goodness I could not describe the emotions i'm feeling now. (Its 6:52 am and I haven't been to sleep YET!). Beautiful people, simply beautiful and intelligent. The recipients were marvelous!!! Mary Anne and the board members... I can't tell you how much I wanted to thank you for making me feel so comfortable. Not once I felt left out. I laughed with everyone, I shed a tear with everyone, I enjoyed Lily along with everyone, I enjoyed ADODI Muse with every one.. I even signed along with nana. Want me keep going!!?? naww.. This is the 1st time.. in my whole adult life as a Black Deaf Lesbian.. I felt right at home with other hearing Black GLBT last nite. After the function, I met a few people. Feels good that they put my deafness aside and took a time to try to communicate with me. I got to give Persis the prop. Interpreting nonstop for more than 2 hours. Again Thank you everyone. I have to share this. This is the very 1st time I went into Black (hearing) GBLT community and went home with a smile on my face, feeling warm and welcomed. SO THANK YOU everyone!! Truly a memory for me "**

In 2003, we secured an $8000 grant from **The Astraea Lesbian Action Foundation** for general operating expenses to assist with expanding programming and improving outreach to provide more services to younger women as well as poor, working class and disabled women. We also wanted to be able to provide an interpreter (s) as a regular part of special programming and to provide some financial compensation for our Executive Director.

The funding definitely helped us increase our outreach efforts to Black lesbians in metro Atlanta through newspaper ads, flyers, social activities, direct mailing, support groups, special programming and utilization of our list serve and website. More specifically, we organized an extremely successful basketball tourney during the weekend of the NCAA Women's basketball tourney in Atlanta and attracted many young lesbians who tried out for our basketball team. Around this same time, we were invited by a group of working class black lesbians called the "Walker Empire" to assist them with a fund raiser. Moreover, they agreed

inundated with requests ranging from speaking engagements to emergency housing. Some of these requests:
A call from Atlanta's Rainbow House, a shelter for homeless lgbt youth, to mentor two young Black lesbian residents; a request from a DeKalb County school counselor to walk a young Black lesbian through the college and the financial aid application process; a request from a member of Atlanta's PFLAG (Parents and Friends of Lesbians and Gays) to locate someone to talk with a straight Black mother who has been physically abusing her sixteen year old lesbian daughter; and frequent late night calls from students at the AUC (Atlanta University Center) who are depressed because their families refuse to accept their sexual orientation.

ZAMI is one of the few organizations in the city that is intentional about working across race, class, orientation and gender lines. Not only do we identify as a lesbian organization but also a feminist one and we consider our community building and social justice as our work. Toward this end, we frequently organize special programs that deal with issues of interest to many of the communities we traverse. Last year, along with Emory University Office of Lesbian/Gay/Bisexual/Transgender Life, and Atlanta Lesbian Cancer Initiative, we were able to pool our financial resources and bring in filmmaker, Jennifer Abod and her partner, Angela Bowen to screen the Atlanta premiere of *"The Edge of Each Others Battles: The Vision of Audre Lorde"*.

ZAMI also reached out to diverse groups in the city and were able to garner their participation as co-sponsors: Charis Circle, Enlight Atlanta, First Existentialist Congregation, Fourth Tuesday, Georgia Equality Project, Women's Studies Institute at Georgia State University, God, Self and Neighbor, Human Rights Atlanta, Men Stopping Violence, PFLAG Atlanta, Project South, Second Sunday, The Atlanta L/G/B/T Center, The Feminist Women's Health Center, Unity Fellowship, and YouthPride.

For several years, ZAMI has marched in the annual Martin Luther King, Jr., holiday parade. In addition, for the past two years ZAMI has been a sponsor of the Bayard Rustin community breakfast along with In The Life Atlanta (ITLA), The Atlanta L/G/B/T Center, and Congregation Bet Haverim. It has proven to be an amazing success and has become an annual event. Others collaborations have included a Lesbian/ Bisexual/ Transgender and Questioning Women of Color Health & Wellness Day sponsored by Grady Health Systems, Unity Fellowship, ZAMI and Agouron Pharmaceuticals, Inc. Topics included STD's/HIV, Adoption, Financial Planning, Legal Issues for Same Sex Partners, Safer Sex, and Circle of Sisters.

We also participated in a Town Hall Meeting on Welfare Reform & Living Wages Co-sponsored by: Atlanta 9 to 5, Atlanta Labor Council, Atlanta Living Wage Campaign, Atlanta Women's Foundation, Center for Human Rights Education, Empty the Shelters, Georgia Citizens Coalition on Hunger, Georgians for Equal Justice, Georgia Employee Federation, Georgia Human Rights Union, Project South, Georgia Rural Urban Summit, Task force for the Homeless, Up and Out of Poverty Now! Coalition, WRFG Radio, and ZAMI.

Pride: Ruth Ellis @100 by Yvonne Welbon with Emory University Office of Lesbian/ Gay/ Bisexual / and Transgendered (LGBT) Life.

- Sponsored a reading on the work of Pat Parker, Black lesbian feminist poet, in conjunction with Charis Circle, Atlanta Lesbian Cancer Initiative, and the First Existentialist Congregation; and
- Sponsored the first forum ever held on homosexuality and spirituality at Spelman College with Afrekete, Spelman College's lesbian and bisexual student group
- Hosted a workshop with Afrekete presented by the Chrysalis Project – a project of the Feminist Women's Health Center, which addresses gynecological health issues for young lesbian, bisexual and questioning women); and
- Hosted workshops on lesbian battering with Dekalb County Women's Resource Center to End Domestic Violence.

CURRENT PROGRAMS

ZAMI hosts and facilitates a monthly workshop and three monthly support groups. Workshops are held the first Sunday of each month from 4-6 pm and are held at ALCI (Atlanta Lesbian Cancer Initiative) Workshop topics range from basic financial management to safer sex to the ABC's of pet care.

All Support Group Meetings are from 4-6 pm and are held on Sundays at our office located at 111 East Maple Street in downtown Decatur.

2nd Sundays
General Discussion on topics relevant to Black Lesbians
3rd Sundays
Black Lesbians with Children Group
4th Sundays
Spirituality Group for Black Lesbians

ZAMI also sponsors:

- Drum Sista: A performance drumming group which meets weekly and is open to all lesbians of color and;
- Drum Circle: A monthly drumming group which offers women basic instruction in drumming and a jam session
- A weekly Sign Language Class
- A weekly Book Reading group: Reading is Erotic: Discussing the Work of Audre Lorde

Moreover, we host and moderate AtlZAMI, a national information and discussion list serve which is open to all members of the l/b/t/q community.

SOCIAL CHANGE:

Because ZAMI is a highly visible, "out" organization that has established a track record for successful programming and support to the Black lesbian community; we are

ZAMI APPLICATION
The Fund for Southern Communities (FSC)

General Operating Support

HISTORY and PURPOSE

In October 1988, in Atlanta, Georgia; a Women of Color Caucus (WOCC) was created by lesbian members of the African-American Lesbian and Gay Alliance (AALGA) to focus on their political, social, economic, and personal needs. In June 1990, WOCC members voted to secede from AALGA in order to become an autonomous entity. Ever evolving, these women renamed themselves ZAMI- a Carriacou word meaning women who work together as friends and lovers. The name ZAMI also honors the late Audre Lorde, a Black lesbian feminist.

During its first five years ZAMI sponsored monthly community gatherings and special programming to provide a base of support for lesbians of African descent. In these settings; attendees could participate in lively discussions, gather information on health and well being or enjoy the talents of local and national authors. In February of 1995, ZAMI narrowed its focus to:

- develop, promote, enhance and sustain the Audre Lorde Scholarship Fund;
- provide mentoring and leadership development for young lesbians through informal counseling and referral, safe discussion space, workshops, presentations and social gatherings;
- promote and showcase emerging as well as established lesbian writers of color by facilitating community collaborations and providing venues which are affirming and empowering and

ACCOMPLISHMENTS

Since its inception, ZAMI has been successful in developing a number of community partnerships, which have been important for organizing programs and activities related to its mission. Some highlights follow:

- ➢ Since 1997, awarded 49 scholarships of $1,000.00 each to "out" Black lesbians and "out" Black gay males attending colleges/ universities in the United States.
- ➢ Launched an outreach program for lesbian and bisexual women in the Atlanta University Center
- ➢ Sponsored a month long Sex and Sexuality Series.
- ➢ Sponsored a weekend retreat on internalized homophobia for black lesbians
- ➢ Hosted the Atlanta Premiere of *A Litany for Survival: The Life and Work of Audre Lorde,* by Michelle Parkerson and Ada Gay Griffin and *Living With*

ZAMI, Inc.
Operating Budget
07/01/2003 - 06/30/2004

	Grants Applied For		Donations	
	FSC	Astraea	Scholarship	Total
Revenue:				
Grant Income	5,000	10,000		15,000
Donations			32,000	32,000
Membership Dues**	2,500			2,500
Fundraising *			10,000	10,000
Total Revenue	***7,500***	***10,000***	***42,000***	***59,500***
Expenses:				
Fundraising Expenses			(2,000)	(2,000)
Staff Wages	(2,800)	(4,800)	(1,200)	(8,800)
Facilitator Fee		(1,200)		(1,200)
Marketing/Advertising		(2,000)		(2,000)
Rent	(1,200)	(1,200)	(1,800)	(4,200)
Phone	(400)			(400)
PO Box	(55)			(55)
Postage	(200)		(400)	(600)
Copying	(100)		(450)	(550)
Office Supplies	(150)			(150)
Brochures	(250)		(400)	(650)
Bank/Finance Charges	(60)			(60)
Meals/Ent./Catering	(200)		(1,400)	(1,600)
Miscellaneous	(150)		(200)	(350)
Web Site Mtnce	(500)			(500)
Utilities	(635)			(635)
Facility Rental Fee		(800)	(350)	(1,150)
Transportation			(1,065)	(1,065)
Lodging			(500)	(500)
Scholarships Awarded			(16,000)	(16,000)
Interpreting Services	(800)		(235)	(1,035)
Total Expenses	***(7,500)***	***(10,000)***	***(26,000)***	***(43,500)***
Net Income* ***			***16,000***	***16,000***

* Fundraising activities described below:
Drag King Show
Gay/Lesbian Couples Dating Game
Basketball Tourney
ZAMI T-Shirts
Scholarship Brunch

**Membership Drive Projections

*** Represents unawarded scholarships that will be granted in the following fiscal year.

"Acknowledged, our dreams can shape the realities of our future, if we arm them with the hard work and scrutiny of now." - Audre Lorde

ORGANIZATIONAL STRUCTURE AND PROCESS

ZAMI has an eight member Board of Directors that is responsible for the overall direction of the organization and its fiscal well-being. The board meets once a month but also convenes as needed for special decisions. Decisions are usually made via consensus but if necessary are made with majority rule. The board maintains a list serve and will sometimes weigh in on issues there but it does not take the place of the monthly meetings.

The Executive Director is responsible for the daily operations of the organization as well as primary fundraising. The office is staffed part-time by ZAMI members who volunteer their time to answer the phones and conduct general office tasks as well as work on specific projects.

ZAMI currently has two key committees that are chaired by board members: programming and fundraising. We also have general volunteer meetings bi- monthly and recruit volunteers that way as well as through our website. We maintain a volunteer list serve and also get a great deal of feedback via our general list serve. Our support groups, which average about 50 women per month, are key in shaping programming and the direction of the organization.

In late 2003, ZAMI became a membership organization and is currently recruiting members. ZAMI has never had regular, paid staff and is indeed a volunteer driven organization. Moreover, the Executive Director has always maintained full-time employment elsewhere. Much of our time is spent securing monies to maintain our scholarship fund. This year, because of extreme demand, we went national and also for the first time funded a scholarship to a black gay male. Over the years, we have been able to build a donor base of primarily black lesbians who fund the awards. However, we have to continue to expend energy and effort to keep the donor base vital. Additionally, we have to raise dollars to administer the fund. Each year, we have a scholarship program where we celebrate and honor the recipients. ZAMI bears all of the expense for the recipients for the weekend: flight, hotel, transportation and meals.

During the next twelve months, with membership fees, grants from The Fund for Southern Community and Astraea Foundation for general operating support, and participation in the Democracy Project of the Gill Foundation to help increase our fund-raising capacity, and advocacy skills; we should be able to achieve the multiple objectives outlined earlier. If we raise fewer funds than projected, we will prioritize outreach efforts, programming and securing assisted materials and devices for the visually and hearing impaired.

MEASURABLE OUTCOMES

1. A self-report paper and pencil survey will be developed to determine the needs of Black lesbians. April 2004

2. Data from the survey will be used to identify and develop projects for our general programs. June 2004

3. At six months a self-report paper and pencil survey will be developed to determine the level of satisfaction with general programming. December 2004

Our greatest challenge has been dealing with "the closet" and the internal/external homophobia that many women feel; perceived or real. There are lesbians who are afraid to come to our functions because they are afraid of losing their jobs or being seen by family, friends, or church members. Conversely, there are lesbians who drive 100-200 miles from rural outlying areas to come to our Sunday meetings where they can be "themselves". ZAMI needs to continue to exist in the community as a powerful, visible out organization, which serves to empower and affirm Black lesbians.

We were fortunate to receive funding two years ago to build our website. It has given us a national as well as a local audience and allowed many women to find us. ZAMI's list serve has become a daily connecting point because it offers anonymity as well as a sense of community.

Our Audre Lorde scholarship fund is the only one of its kind that specifically targets "out Black lesbians" who attend college in the United States. We are understandably proud of having a 100 percent graduation rate for our scholars who are making a difference all over the world.

Over the years, we have taken lemons and make lemonade. It is actually a testament to our ingenuity, resourcefulness and help from our friends that we have endured. But we are now ready to take that next step- to thrive and we will not be able to do that without shoring up our infrastructure. We need to hire and develop staff as well as train a dedicated pool of volunteers. Those are our challenges and with financial assistance, we can meet them.

to participate in our annual Drag King fundraiser and we have been able to maintain that relationship.

In July 2003, we obtained space from the Atlanta Lesbian Cancer Initiative to provide an 8 week sign language class that was open to all women. The class was taught once weekly by a deaf, black lesbian certified in American Sign Language and indeed attracted 10 women of all races. ZAMI provided all of the recruitment, outreach, marketing and administrative efforts. The instructor was compensated with the fees paid by the students.

For the first time ever, we were able to hire Specialized Sign Language Interpreter (s) for our major fundraising events, which is something that deaf members of our community had requested. We were also able to provide large print for the visually impaired for special programs. Finally, we have secured our own meeting space, where Black lesbians can drop in and feel safe.

The additional benefits that we received as a result of the Astraea grant was the deaf / visually impaired and working class communities believing that we are serious about inclusivity. ZAMI was also the only organization in the country chosen as the winner of the DC Black Pride 2003 Ruth Ellis Award which is presented to an organization whose leadership, action, creativity and/or service has made a positive impact in the lives of black gay, lesbian bisexual and transgender persons in the community.

As ZAMI continues to grow in significance for the community it serves, we believe it is important that we remain on course with the stated goals of our mission by expanding programming and improving outreach to provide more services to our younger sisters as well as poor, working class and disabled womyn. We have identified and are in regular contact with deaf lesbians in our community who want to attend our support groups and activities. We would like to be able to provide an interpreter (s) as a regular part of our programming and we are committed to seeking the funding to provide this service on a consistent basis.

Our chair of programming is a board member who is visually impaired. We would like to provide readings materials for the visually impaired as well as to provide assisted devices/software for our office computer. We also want to provide honorarium for facilitators so that we can provide workshops and guided discussions in a safe space for hearing and seeing lesbians and hearing impaired and deaf lesbians to interact and converse with each other.

ZAMI will continue to run our monthly support/discussion groups as well as develop specific programming in collaboration with other community groups. Since its inception, ZAMI has relied on volunteers, Board of Directors and supporters who have volunteered their time, energy and amazing labor to create the largest base of support for Black lesbian/ bisexual women in the Atlanta metropolitan area. Certainly, from time to time, we have benefitted from paid staff and as our programming continues to expand in number and significance, we are now ready to take the next step to sustained paid staff positions

to participate in our annual Drag King fundraiser and we have been able to maintain our relationship.

In July 2003, we obtained space from the Atlanta Lesbian Cancer Initiative to provide an 8 week sign language class that was open to all women. This class was taught once weekly by a deaf, black lesbian certified in American Sign Language and indeed attracted 10 women of all races. ZAMI provided all of the recruitment, outreach, marketing and administrative efforts. The instructor was compensated with the fees paid by the students.

For the first time ever, we were able to hire Specialized Sign Language Interpreter (s) for our major fundraising events, which is something that deaf members of our community had requested. We were also able to provide large print for the visually impaired for special programs. Finally, we have secured our own meeting space, where Black lesbians can drop in and feel safe.

The additional benefits that we received as a result of the Astraea grant was the deaf / visually impaired and working class communities believing that we are serious about inclusivity. ZAMI was also the only organization in the country chosen as the winner of the DC Black Pride 2003 Ruth Ellis Award which is presented to an organization whose leadership, action, creativity and/or service has made a positive impact in the lives of black gay, lesbian bisexual and transgender persons in the community.

As ZAMI continues to grow in significance for the community it serves, we believe it is important that we remain on course with the stated goals of our mission by expanding programming and improving outreach to provide more services to our younger sisters as well as poor, working class and disabled wimmin. We have identified and are in regular contact with deaf lesbians in our community who want to attend our support groups and activities. We would like to be able to provide an interpreter (s) as a regular part of our programming and we are committed to seeking the funding to provide this service on a consistent basis.

Our chair of programming is a board member who is visually impaired. We would like to provide readings materials for the visually impaired as well as to provide assisted devices/software for our office computer. We also want to provide honorarium for facilitators so that we can provide workshops and guided discussions in a safe space for hearing and seeing lesbians and hearing impaired and deaf lesbians to interact and converse with each other.

ZAMI will continue to run our monthly support/discussion groups as well as develop specific programming in collaboration with other community groups. Since its inception, ZAMI has relied on volunteers, Board of Directors and supporters who have volunteered their time, energy and amazing labor to create the largest base of support for Black lesbian/ bisexual women in the Atlanta metropolitan area. Certainly, from time to time, we have benefitted from paid staff and as our programming continues to expand in number and significance, we are now ready to take the next step to sustained paid staff positions.

We are proud that our work has fostered an environment of community cooperation toward meeting the needs of Black lesbians, a traditionally underserved population. However, we have learned through personal experience, and during our outreach efforts that isolation, discrimination and internalized homophobia significantly impacts the day-to-day lives of Black lesbian and bisexual women. Many of these women have expressed discomfort and fear in what they describe as a virulently homophobic environment.

PROBLEMS, ISSUES:

To help alleviate feelings of loneliness, isolation and confusion among Black lesbian women, ZAMI continues to work hard to establish "Safe Sistah Spaces," which provide a consistent source of support and positive role modeling. ZAMI has long seen the need for advocacy and education and has informally attempted to fill that need with a volunteer driven collective.

The ZAMI Board decided that a funding priority in 2002 would be to engage the services of a Black lesbian certified hearing interpreter for our scholarship program and this is the response that we receive via our list serve: "Wow WOw WOW WOW WOW WOW Wow WOw WOW WOW WOW!!!!!!!!!!!!!!!!!!! First of... last night event was WONDERFUL. My goodness I could not describe the emotions I'm feeling now. (Its 6:52 am and I haven't been to sleep YET!). Beautiful people, simply beautiful and intelligent. The recipients were marvelous!!! Mary Anne and the board members... I can't tell you how much I wanted to thank you for making me feel so comfortable. Not once I felt left out. I laughed with everyone, I shed a tear with everyone, I enjoyed Lily along with everyone, I enjoyed ADODI Muse with every one.. I even signed along with nana. Want me keep going!?? naww.. This is the 1st time.. in my whole adult life as a Black Deaf Lesbian.. I felt right at home with other hearing Black GLBT last nite. After the function, I met a few people. Feels good that they put my deafness aside and took a time to try to communicate with me. I got to give Perma the prop. Interpreting nonstop for more than 2 hours. Again Thank you everyone. I have to share this. This is the very 1st time I went into Black (hearing) GBLT community and went home with a smile on my face, feeling warm and welcomed. SO THANK YOU everyone!! Truly a memory for me."

In 2003, we secured an $8000 grant from The Astraea Lesbian Action Foundation for general operating expenses to assist with expanding programming and improving outreach to provide more services to younger women as well as poor, working class and disabled women. We also wanted to be able to provide an interpreter (s) as a regular part of special programming and to provide some financial compensation for our Executive Director.

The funding definitely helped us increase our outreach efforts to Black lesbians in metro Atlanta through newspaper ads, flyers, social activities, direct mailing, support groups, special programming and utilization of our list serve and website. More specifically, we organized an extremely successful basketball tourney during the weekend of the NCAA Women's basketball tourney in Atlanta and attracted many young lesbians who tried out for our basketball team. Around this same time, we were invited by a group of working class black lesbians called the "Walker Empire" to assist them with a fund raiser. Moreover, they agreed

We are proud that our work has fostered an environment of community cooperation toward meeting the needs of Black lesbians, a traditionally underserved population. However, we have learned through personal experience, and during our outreach efforts that isolation, discrimination and internalized homophobia significantly impacts the day-to-day lives of Black lesbian and bisexual women. Many of these women have expressed discomfort and fear in what they describe as a virulently homophobic environment.

PROBLEMS, ISSUES:

To help alleviate feelings of loneliness, isolation and confusion among Black lesbian women, ZAMI continues to work hard to establish "Safe Sistah Spaces," which provide a consistent source of support and positive role modeling. ZAMI has long seen the need for advocacy and education and has informally attempted to fill that need with a volunteer driven collective.

The ZAMI Board decided that a funding priority in 2002 would be to engage the services of a Black lesbian certified hearing interpreter for our scholarship program and this is the response that we receive via our list serve: **"Wow WOw WOW WOW WOW Wow WOw WOW WOW WOW!!!!!!!!!!!!!!!!!!!! First off... last night event was WONDERFUL. My goodness I could not describe the emotions i'm feeling now. (Its 6:52 am and I haven't been to sleep YET!). Beautiful people, simply beautiful and intelligent. The recipients were marvelous!!! Mary Anne and the board members... I can't tell you how much I wanted to thank you for making me feel so comfortable. Not once I felt left out. I laughed with everyone, I shed a tear with everyone, I enjoyed Lily along with everyone, I enjoyed ADODI Muse with every one.. I even signed along with nana. Want me keep going!!?? naww.. This is the 1st time.. in my whole adult life as a Black Deaf Lesbian.. I felt right at home with other hearing Black GLBT last nite. After the function, I met a few people. Feels good that they put my deafness aside and took a time to try to communicate with me. I got to give Persis the prop. Interpreting nonstop for more than 2 hours. Again Thank you everyone. I have to share this. This is the very 1st time I went into Black (hearing) GBLT community and went home with a smile on my face, feeling warm and welcomed. SO THANK YOU everyone!! Truly a memory for me "**

In 2003, we secured an $8000 grant from **The Astraea Lesbian Action Foundation** for general operating expenses to assist with expanding programming and improving outreach to provide more services to younger women as well as poor, working class and disabled women. We also wanted to be able to provide an interpreter (s) as a regular part of special programming and to provide some financial compensation for our Executive Director.

The funding definitely helped us increase our outreach efforts to Black lesbians in metro Atlanta through newspaper ads, flyers, social activities, direct mailing, support groups, special programming and utilization of our list serve and website. More specifically, we organized an extremely successful basketball tourney during the weekend of the NCAA Women's basketball tourney in Atlanta and attracted many young lesbians who tried out for our basketball team. Around this same time, we were invited by a group of working class black lesbians called the "Walker Empire" to assist them with a fund raiser. Moreover, they agreed

inundated with requests ranging from speaking engagements to emergency housing. Some of these requests:
A call from Atlanta's Rainbow House, a shelter for homeless lgbt youth, to mentor two young Black lesbian residents; a request from a DeKalb County school counselor to walk a young Black lesbian through the college and the financial aid application process; a request from a member of Atlanta's PFLAG (Parents and Friends of Lesbians and Gays) to locate someone to talk with a straight Black mother who has been physically abusing her sixteen year old lesbian daughter; and frequent late night calls from students at the AUC (Atlanta University Center) who are depressed because their families refuse to accept their sexual orientation.

ZAMI is one of the few organizations in the city that is intentional about working across race, class, orientation and gender lines. Not only do we identify as a lesbian organization but also a feminist one and we consider our community building and social justice as our work. Toward this end, we frequently organize special programs that deal with issues of interest to many of the communities we traverse. Last year, along with Emory University Office of Lesbian/Gay/Bisexual/Transgender Life, and Atlanta Lesbian Cancer Initiative, we were able to pool our financial resources and bring in filmmaker, Jennifer Abod and her partner, Angela Bowen to screen the Atlanta premiere of *"The Edge of Each Others Battles: The Vision of Audre Lorde"*.

ZAMI also reached out to diverse groups in the city and were able to garner their participation as co-sponsors: Charis Circle, Enlight Atlanta, First Existentialist Congregation, Fourth Tuesday, Georgia Equality Project, Women's Studies Institute at Georgia State University, God, Self and Neighbor, Human Rights Atlanta, Men Stopping Violence, PFLAG Atlanta, Project South, Second Sunday, The Atlanta L/G/B/T Center, The Feminist Women's Health Center, Unity Fellowship, and YouthPride.

For several years, ZAMI has marched in the annual Martin Luther King, Jr., holiday parade. In addition, for the past two years ZAMI has been a sponsor of the Bayard Rustin community breakfast along with In The Life Atlanta (ITLA), The Atlanta L/G/B/T Center, and Congregation Bet Haverim. It has proven to be an amazing success and has become an annual event. Others collaborations have included a Lesbian/ Bisexual/ Transgender and Questioning Women of Color Health & Wellness Day sponsored by Grady Health Systems, Unity Fellowship, ZAMI and Agouron Pharmaceuticals, Inc. Topics included STD's/HIV, Adoption, Financial Planning, Legal Issues for Same Sex Partners, Safer Sex, and Circle of Sisters.

We also participated in a Town Hall Meeting on Welfare Reform & Living Wages Co-sponsored by: Atlanta 9 to 5, Atlanta Labor Council, Atlanta Living Wage Campaign, Atlanta Women's Foundation, Center for Human Rights Education, Empty the Shelters, Georgia Citizens Coalition on Hunger, Georgians for Equal Justice, Georgia Employee Federation, Georgia Human Rights Union, Project South, Georgia Rural Urban Summit, Task force for the Homeless, Up and Out of Poverty Now! Coalition, WRFG Radio, and ZAMI.

Pride: Ruth Ellis @100 by Yvonne Welbon with Emory University Office of Lesbian/ Gay/ Bisexual / and Transgendered (LGBT) Life.

- Sponsored a reading on the work of Pat Parker, Black lesbian feminist poet, in conjunction with Charis Circle, Atlanta Lesbian Cancer Initiative, and the First Existentialist Congregation; and
- Sponsored the first forum ever held on homosexuality and spirituality at Spelman College with Afrekete, Spelman College's lesbian and bisexual student group
- Hosted a workshop with Afrekete presented by the Chrysalis Project – a project of the Feminist Women's Health Center, which addresses gynecological health issues for young lesbian, bisexual and questioning women); and
- Hosted workshops on lesbian battering with Dekalb County Women's Resource Center to End Domestic Violence.

CURRENT PROGRAMS

ZAMI hosts and facilitates a monthly workshop and three monthly support groups. Workshops are held the first Sunday of each month from 4-6 pm and are held at ALCI (Atlanta Lesbian Cancer Initiative) Workshop topics range from basic financial management to safer sex to the ABC's of pet care.

All Support Group Meetings are from 4-6 pm and are held on Sundays at our office located at 111 East Maple Street in downtown Decatur.

2nd Sundays
General Discussion on topics relevant to Black Lesbians
3rd Sundays
Black Lesbians with Children Group
4th Sundays
Spirituality Group for Black Lesbians

ZAMI also sponsors:

- Drum Sista: A performance drumming group which meets weekly and is open to all lesbians of color and;
- Drum Circle: A monthly drumming group which offers women basic instruction in drumming and a jam session
- A weekly Sign Language Class
- A weekly Book Reading group: Reading is Erotic: Discussing the Work of Audre Lorde

Moreover, we host and moderate AtlZAMI, a national information and discussion list serve which is open to all members of the l/b/t/q community.

SOCIAL CHANGE:

Because ZAMI is a highly visible, "out" organization that has established a track record for successful programming and support to the Black lesbian community; we are

ZAMI APPLICATION
The Fund for Southern Communities (FSC)

General Operating Support

HISTORY and PURPOSE

In October 1988, in Atlanta, Georgia; a Women of Color Caucus (WOCC) was created by lesbian members of the African-American Lesbian and Gay Alliance (AALGA) to focus on their political, social, economic, and personal needs. In June 1990, WOCC members voted to secede from AALGA in order to become an autonomous entity. Ever evolving, these women renamed themselves ZAMI- a Carriacou word meaning women who work together as friends and lovers. The name ZAMI also honors the late Audre Lorde, a Black lesbian feminist.

During its first five years ZAMI sponsored monthly community gatherings and special programming to provide a base of support for lesbians of African descent. In these settings; attendees could participate in lively discussions, gather information on health and well being or enjoy the talents of local and national authors. In February of 1995, ZAMI narrowed its focus to:

- develop, promote, enhance and sustain the Audre Lorde Scholarship Fund;
- provide mentoring and leadership development for young lesbians through informal counseling and referral, safe discussion space, workshops, presentations and social gatherings;
- promote and showcase emerging as well as established lesbian writers of color by facilitating community collaborations and providing venues which are affirming and empowering and

ACCOMPLISHMENTS

Since its inception, ZAMI has been successful in developing a number of community partnerships, which have been important for organizing programs and activities related to its mission. Some highlights follow:

- ➢ Since 1997, awarded 49 scholarships of $1,000.00 each to "out" Black lesbians and "out" Black gay males attending colleges/ universities in the United States.
- ➢ Launched an outreach program for lesbian and bisexual women in the Atlanta University Center
- ➢ Sponsored a month long Sex and Sexuality Series.
- ➢ Sponsored a weekend retreat on internalized homophobia for black lesbians
- ➢ Hosted the Atlanta Premiere of *A Litany for Survival: The Life and Work of Audre Lorde,* by Michelle Parkerson and Ada Gay Griffin and *Living With*

FUND FOR
SOUTHERN
COMMUNITIES
"Change not Charity"™

Report Date: **31-Oct-03**

Maryann Adams
PO Box 2502
Decatur, GA 30031

RE: ZAMI

Statement of Activity
07/01/2002 - 06/30/2003

Opening Balance - 07/01/2002	**$**	**7,928.25**
Receipts:		
08/02 - Misc Contributions: Alexander, Teague, Miller	$	1,600.00
09/02 - Misc Contributions: Turner, Williams, etc	$	2,030.00
10/02 - Misc Contributions:stroud, Cald	$	3,080.00
01/03 - Misc. Contribution	$	64.40
02/03 - Misc Contributions	$	3,840.00
04/03 - Misc Contributions	$	715.00
06/03 - Misc Contribution: Teague, Binta, Moore, Turner	$	2,850.00
06/03 - The Astraea Foundation	$	8,000.00
Total Receipts	**$**	**22,179.40**
Available for Disbursement	**$**	**30,107.65**
Disbursements		
09/02 - AL Scholarship Awards	$	(11,460.00)
09/02 - Admin Fee for 1st Qtr	$	(254.10)
10/02 - AL Scholarship Awards	$	(1,300.00)
12/02 - Follow up scholarship awards	$	(1,000.00)
12/02 - Admin Fee for 3rd Qtr	$	(538.96)
06/03 - Astraea Foundation	$	(7,440.00)
06/03 - Admin Fee for 4th Qtr	$	(560.00)
Total Disbursements	**$**	**(22,553.06)**
Fund Balance 6/30/2003	**$**	**7,554.59**

4285-G Memorial Drive • Decatur, Georgia 30032 • (404) 292-7600 • Fax (404) 292-7835 • www.fund4south.org
Member of the Funding Exchange and Georgia Shares.

FUND FOR
SOUTHERN
COMMUNITIES
"Change not Charity"™

October 31, 2003

Mary Anne Adams
ZAMI
PO Box 2502
Decatur, GA 30031

Dear Mary Anne:

Please find attached your audited statements for Fiscal Year 2003.

If you should have any questions, please give me a call at 404-292-7600.

Sincerely,

Allyn Howard
Program Officer

4285-G Memorial Drive • Decatur, Georgia 30032 • (404) 292-7600 • Fax (404) 292-7835 • www.fund4south.org
Member of the Funding Exchange and Georgia Shares.

FUND FOR SOUTHERN COMMUNITIES

Annual Report 2002-2003

"Change not Charity"™

MISSION STATEMENT

The Fund for Southern Communities is a public foundation that supports and unites organizations and donors working to create just and sustainable communities that are free of oppression and that embrace and celebrate all people. Through grantmaking and related activities the Fund for Southern Communities fosters social change initiated by community-based groups in Georgia, North Carolina and South Carolina.

Dear Friends,

I am excited to share the Fund for Southern Communities' (FSC or the Fund) 2002-2003 Annual Report with you! Last fiscal year was what I like to call a "catalyst" year for the Fund. Under the direction of Alice Eason Jenkins, Executive Director, decisions were made that would play an integral role to carry the Fund upward to greater heights. This included the hire of a Development Officer for the first time in 10 years and implementing a strategic planning process. We are excited to report that we are already seeing positive results based on these organizational decisions. And we couldn't have done it without the continued support of our individual, foundation and corporate friends.

Grants from Changemakers, Mary Reynolds Babcock Foundation and the Funding Exchange, made it possible for FSC to hire a consulting firm to spearhead a process that will end with a documented 3-5 Year Strategic and Operational Plan.

In addition, grants allowed us to hire a Development Officer whose key role will be to increase our donor base and cultivate our existing contributors. We are excited about this opportunity because we recognize that the more money the Fund for Southern Communities raises, the more we can grant to grassroots community-based organizations.

On the program side, we are happy to report that our outreach campaigns and information sessions designed to encourage new groups to apply for funding was a great success! Almost half of the organizations that were awarded funding from FSC this year were first time applicants. And, in spite of the challenging economic times we continue to be faced with, thanks to support from our steadfast partners, donor advised funds, projects and collaborations, FSC raised and disbursed over $500,000 to groups working for social change!

Fiscal Year 2003 was the flame that lit a path of growth and expanded vision for FSC. We look forward to the journey ahead.

Lynn Cothren
Board Chair

Board Of Directors
2002-2003

Wendy Brinker
Columbia, SC
Jeff Cheek
Atlanta, GA
Lynn Cothren, Chair
Atlanta, GA
Betsy Fenhagen
Chapel Hill, NC
Kevin Alexander Gray
Columbia, SC
Harriet Hancock
Columbia, SC
Beni Ivey
Atlanta, GA
Rabbi Marc Kline
Florence SC
Kent Matlock
Atlanta, GA
Ajulo Norman
Raleigh, NC
Naomi Randolph
Greensboro, NC
Lonelyce Washington
Griffin, GA

Staff
Alice Eason Jenkins
Executive Director

Allyn Howard
Program Officer

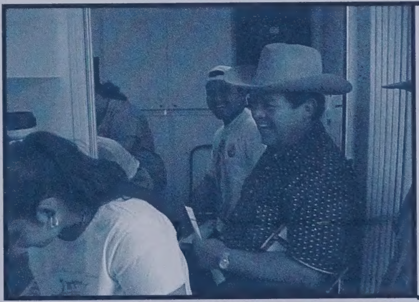
Daphne Pryor
Program and Administration Assistant

Andrea Garvin
Finance Manager

Adam Swier
Intern

Venita Bush
Intern

WE HAVE MOVED!!!!
The Fund for Southern Communities has moved our office to a new location.
Our new address is:
The Fund for Southern Communities
315 West Ponce De Leon Avenue
Suite 1061
Decatur, GA 30030
Phone : 404-371-8404
www.fund4south.org
info@fund4south.org



Latinos United of Carrollton County Fall 2002 Grantee

"WE CAN'T THANK YOU ENOUGH............"

On behalf of all of the grassroots organizations that benefited directly or indirectly from your support, we want to give a special thank you to the following corporations and foundations for their financial support and commitment to social change:

- The Coca-Cola Company
- Changemakers Foundation
- The Funding Exchange
- Fonda Family Foundation
- Mary J. Reynolds Babcock Foundation
- Southern Funders Collaborative (Southern Partners Fund & Appalachian Community Fund) through a grant from the Ford Foundation.
- Turner Foundation
- Vanguard Public Foundation

Left: An underground leak from a local company contaminated the ground water in a neighborhood

Right: The West End Revitalization Project, Fall 2002 Grantee

In fiscal year 2003 the Fund For Southern Communities had three grants cycles. Our regular spring and fall cycles, plus a special cycle, held during the summer of 2002, for environmental groups. Please see listed below our 2002-2003 Fiscal Year Grantees:

Action for A Clean Environment **$1500**
Sautee-Nacoochee, GA
To help organize and inform individuals about the issues regarding nuclear plants, production and waste in Georgia and South Carolina.

Association for Early Childhood Professionals **$4500**
Greensboro, NC
To help Early Childhood Professionals to organize to fight for a living wage and benefits.

Athens Living Wage Campaign **$3000**
Athens, GA
To help their efforts of fighting for a living wage for people working in Athens and organizing against the war.

Benjamin E. Mays Center **$1500**
Jonesboro, GA
To educate and inform young people about environmental injustice in the Atlanta Metro area, and to motivate young people to get involved with activities of social change.

Canary Coalition **$1500**
Whittier, NC
To support their continued struggle for local government to address and resolve issues of air quality.

Center For Educational Equity **$4000**
Greenville, SC
To organize parents, teachers and community leaders, to address issues of inequity and discrimination with the public education system of Greenville.

Community Organizing for Rights and Empowerment **$9000**
Holly Hill, SC
To educate and inform the residents of Holly Hill and surrounding communities of the environmental problems that are consistently effecting the health and quality of life individuals.

Concerned Citizens of Edgecombe **$3500**
Enfield, NC
To support the efforts of residents in the Edgecombe community that address environmental injustice.

Concerned Citizens of Tillery **$5000**
Tillery, NC
To organize the Tillery, NC community to address concerns of discriminatory practices and decisions regarding the environment.

Concerned Citizens of Vance County **$3500**
Henderson, NC
To help organize the residents in Vance County to address problems with landfills and environmental injustice.

Cook County Advocates **$1500**
Adel, GA
To organize Cook County young people in order to educate them to be more aware of local government and the decisions that are made that affect them directly as community members.

Eastern North Carolina Workers Center **$2000**
Fayetteville, NC
To offer a safe place where workers can meet to organize to address workers' concerns without fear of retaliation.

Gainesville Area Citizen Advocacy **$1500**
Gainesville, GA
To help support their programs that fight for equal treatment (educational, social and medical) of individuals with physical and developmental disabilities.

Georgia Coalition of Black Women **$1500**
Atlanta, GA
To encourage African American women and women of color to organize to be a voice for equality.

Georgia Employee Federation **$2000**
Atlanta, GA
To support efforts to continue to provide representation, information and support for Georgia's Employees.

Georgia Poultry Justice Alliance **$7000**
Atlanta, GA
To ensure that the poultry industry provides reasonable environmental controls that protect Georgia waterways, offers safe working environments and fair wages.

Georgians Against Nuclear Energy **$5000**
Decatur, GA
To fight against continued use and production of nuclear energy; organizing for a cleaner environment and protection of natural resources.

In The Life **$2000**
Atlanta, GA
To organize African-American G/L/B/T/Q individuals on a number of issues including, discrimination, health concerns, education and advocacy.

Latinos of Carroll County United **$2500**
Carrolton, GA
To organize the growing population of Latinos in Carroll County, in order to address issues of discrimination, profiling, marginilization and unfair business practices.

The Lesbian and Gay Community Center **$1500**
Charlotte, NC
To organize and advocate for the rights of Gay/Lesbian/Bisexual/Transgender/Questioning individuals.

McIntosh SEED **$3000**
Darien, GA
To address several issues of concern in McIntosh, GA including environmental, educational, and discrimination.

Mothers Advocating Juvenile Justice **$2500**
Atlanta, GA
To fight the discriminatory and unfair practices in the juvenile justice system.

Morningside Community Development Association **$4000**
Anderson, SC
To bring together the predominately African-American individuals living in the marginalized and undeserved area of Anderson, SC, in order to fight for equal
disbursement of government controlled utilities.

Morningside Community Development Association **$4000**
Anderson, SC
To bring together the predominately African-American individuals living in the marginalized and undeserved area of Anderson, SC, in order to fight for equal disbursement of government controlled utilities.

If you are a donor, community activist or former grantee and want to be considered to serve on the Grants Making Committee, please give us a call at 404-371-8404 for more information.

North Carolina Fair Share **$1500**
Raleigh, NC
To support continued efforts to ensure fair decisions regarding the environment and communities of color in North Carolina.

Saving Our Youth (SOY) Project **$2500**
Summerville, SC
To organize youth to address the issues of the homeless, and to serve as advocates.

Simone Club **$1000**
Charleston, SC
To produce educational tools that represent African Americans in a positive light.

South Carolina Equal Justice Alliance **$1500**
Columbia, SC
To educate the community about death penalty administration, discrimination and process in South Carolina.

South Carolina Forest Watch **$5000**
Westminster, SC
To support the ecological restoration of native ecosystems on public and private lands, in addition to advocating for forest conservation.

South Carolina Progressive Network **$10,000**
Columbia, SC
To fight for the environmental justice and protection of residents of poor and minority communities in South Carolina.

Southern Anti-Racism Network **$4000**
Durham, NC
To serve as a bridge between the races to put an end to white supremacy by building a multi-cultural movement for social justice.

SouthStar Community Development Corporation **$2000**

Atlanta, GA
To preserve the environment and natural resources in the southeast Atlanta community.

Students United for a Responsible and Global Environment **$2000**
Chapel Hill, NC
To get young people interested and involved in efforts of equality, social change and global peace.

Triangle Disability Advocates **$3000**
Raleigh, NC
To support their efforts of helping disabled homeless individuals fight against discrimination encountered many times in their efforts to secure Social Security benefits.

Youth Creating Change **$3500**
Chapel Hill, NC
To serve as a central place where young people interested in getting involved with social change and activism can organize.

We Are Family **$3000**
Charleston, SC
To offer a safe place for organizing efforts of Gay/Lesbian/Bisexual/Transgender/Questioning youth in the Charleston, SC area.

West End Revitalization Project **$5000**
Mebane, NC
To bring together residents in the West End community to educate and motivate the community to fight against environmental injustice and discrimination in their neighborhood.

Westside Residents & Homeowners Association **$2000**

Spartanburg, SC
To organize the residents of Westside to fight for equal environmental protection and policy.

SOUTHERN FUNDERS COLLABORATIVE

Through a Ford Foundation grant to the Southern Partners Fund, the Southern Funders Collaborative (the Fund for Southern Communities, the Appalachian Community Fund and the Southern Partners Fund), awarded its third year of capacity building grants ranging from $25,000 to $50,000 to eleven organizations. In addition, the opportunity to apply for up to $10,000 for Technical Assistance was managed by the Fund for Southern Communities. The grantee organizations of the Southern Funders Collaborative are:

Black Workers For Justice, Riverdale, GA
Carolina Alliance for Fair Employment, Greenville, SC
Center for Community Action, Lumberton, NC
Citizens for Quality Education, Lexington, MS
Community Farm Alliance, Frankfort, KY
Concerned Citizens for a Better Tunica County, Tunica, MS
Esperanza Peace and Justice Center, San Antonio, TX
LaMujer Obrera, El Paso, TX
Solutions to Issues of Concern to Knoxvillians, Knoxville, TN
Southerners On New Ground, Durham, NC
Tennesseans for Fair Taxation, Knoxville, TN

CONTRIBUTING TO THE FUND FOR SOUTHERN COMMUNITIES

FSC receives most of its support from individuals, and a few private foundations. We accept gifts of stock, planned gifts, estate bequests and other negotiable assets. Donations are used to fund FSC's general grant making. The types of programs and organizations funded by FSC include grants for community and constituency organizing, environmental justice, human/civil rights, anti-racism, women's empowerment, disability rights, workers rights, youth and non-traditional arts and media.

Field of Interest Funds

In addition to "general support" FSC raises funding for the following targeted grantmaking funds:

Modjeska Simkins Memorial Fund: to support South Carolina groups addressing civil rights, women's rights, education, youth and racism issues.

Southern Outlook Fund: to support lesbian/gay/bisexual/transgendered/questioning organizing.

Triangle Grassroots Fund: to support organizing in the Triangle region of NC.

Racial Justice Fund: to support organizing addressing issues of racial injustice.

Organizational Development Fund: providing tehcnical assistance to grantees.

Emergency Fund: for quick responses to critical unforeseen needs.

We need your continued support!

SOUTHERN RURAL DEVELOPMENT CONNECTING YOUTH INITIATIVE

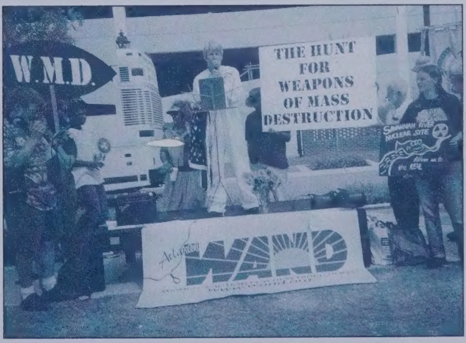
In January of 2002, the Southern Rural Development Initiative awarded FSC a two-year grant totaling $20,000 through their Connecting Youth Project. The charge of this grant was to get more young people (ages 15-30) involved with organizations working for social change.

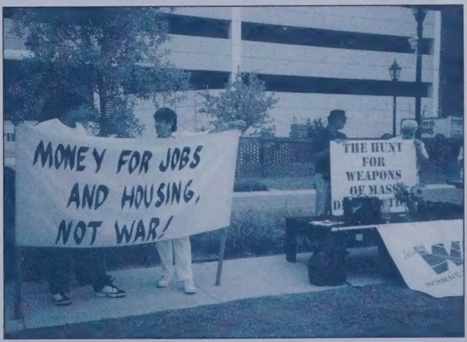
In February 2002, the kick-off for implementation of this grant was a Connecting Youth Initiative Peer Gathering. Socially conscious young people from all over the southeast convened at the historical Penn Center in St. Helena Island, SC to discuss issues of social change and what they could do to address them in their respective communities. Additional peer gatherings will be scheduled throughout the next year.

With the help of our Connecting Youth Team Leaders; Erin Mahone, Freshman, University of Georgia, Abusheri Ohwofasa and Daiquiri Steele, Seniors, Spelman College, Leonard Langston, Senior, Morehouse College, Venita Bush, Senior, Vanderbilt University and Katrice Hatten, Bellsouth employee, FSC has seen significant growth in getting youth involved with our operation.

Since implementing the goals of this grant, FSC has recruited office interns and youth to serve on the Spring Grants Committee. We are further developing a partnership with Emory University's Office of Community Partnerships (OUCP)—thanks to the support of Sam Marie Engle, Director of OUCP flagship initiative and Emory's Kenneth Cole Fellowship for Social Change. FSC is also working to establish additional relationships with potential student interns from Agnes Scott College, Georgia State University, Georgia Institute for Technology and Paideia High School.

If you are under 30 or know of any youth that may be interested in getting involved with the Connecting Youth Project, please have them call Allyn Howard, Program Officer at 404-371-8404 or email her at youth@fund4south.org.


W.M.D.
THE HUNT FOR WEAPONS OF MASS DESTRUCTION
WAND


MONEY FOR JOBS AND HOUSING, NOT WAR!
THE HUNT FOR WEAPONS OF MASS

ACTION FOR A CLEAN ENVIRONMENT RALLY
FALL 2002 GRANTEE

In fiscal year 2003 the Fund For Southern Communities had three grants cycles. Our regular spring and fall cycles, plus a special cycle, held during the summer of 2002, for environmental groups. Please see listed below our 2002-2003 Fiscal Year Grantees:

Action for A Clean Environment **$1500**
Sautee-Nacoochee, GA
To help organize and inform individuals about the issues regarding nuclear plants, production and waste in Georgia and South Carolina.

Association for Early Childhood Professionals **$4500**
Greensboro, NC
To help Early Childhood Professionals to organize to fight for a living wage and benefits.

Athens Living Wage Campaign **$3000**
Athens, GA
To help their efforts of fighting for a living wage for people working in Athens and organizing against the war.

Benjamin E. Mays Center **$1500**
Jonesboro, GA
To educate and inform young people about environmental injustice in the Atlanta Metro area, and to motivate young people to get involved with activities of social change.

Canary Coalition **$1500**
Whittier, NC
To support their continued struggle for local government to address and resolve issues of air quality.

Center For Educational Equity **$4000**
Greenville, SC
To organize parents, teachers and community leaders, to address issues of inequity and discrimination with the public education system of Greenville.

Community Organizing for Rights and Empowerment **$9000**
Holly Hill, SC
To educate and inform the residents of Holly Hill and surrounding communities of the environmental problems that are consistently effecting the health and quality of life individuals.

Concerned Citizens of Edgecombe **$3500**
Enfield, NC
To support the efforts of residents in the Edgecombe community that address environmental injustice.

Concerned Citizens of Tillery **$5000**
Tillery, NC
To organize the Tillery, NC community to address concerns of discriminatory practices and decisions regarding the environment.

Concerned Citizens of Vance County **$3500**
Henderson, NC
To help organize the residents in Vance County to address problems with landfills and environmental injustice.

Cook County Advocates **$1500**
Adel, GA
To organize Cook County young people in order to educate them to be more aware of local government and the decisions that are made that affect them directly as community members.

Eastern North Carolina Workers Center **$2000**
Fayetteville, NC
To offer a safe place where workers can meet to organize to address workers' concerns without fear of retaliation.

Gainesville Area Citizen Advocacy **$1500**
Gainesville, GA
To help support their programs that fight for equal treatment (educational, social and medical) of individuals with physical and developmental disabilities.

Georgia Coalition of Black Women **$1500**
Atlanta, GA
To encourage African American women and women of color to organize to be a voice for equality.

Georgia Employee Federation **$2000**
Atlanta, GA
To support efforts to continue to provide representation, information and support for Georgia's Employees.

Georgia Poultry Justice Alliance **$7000**
Atlanta, GA
To ensure that the poultry industry provides reasonable environmental controls that protect Georgia waterways, offers safe working environments and fair wages.

Georgians Against Nuclear Energy **$5000**
Decatur, GA
To fight against continued use and production of nuclear energy; organizing for a cleaner environment and protection of natural resources.

In The Life **$2000**
Atlanta, GA
To organize African-American G/L/B/T/Q individuals on a number of issues including, discrimination, health concerns, education and advocacy.

Latinos of Carroll County United **$2500**
Carrolton, GA
To organize the growing population of Latinos in Carroll County, in order to address issues of discrimination, profiling, marginilization and unfair business practices.

The Lesbian and Gay Community Center **$1500**
Charlotte, NC
To organize and advocate for the rights of Gay/Lesbian/Bisexual/Transgender/Questioning individuals.

McIntosh SEED **$3000**
Darien, GA
To address several issues of concern in McIntosh, GA including environmental, educational, and discrimination.

Mothers Advocating Juvenile Justice **$2500**
Atlanta, GA
To fight the discriminatory and unfair practices in the juvenile justice system.

Morningside Community Development Association **$4000**
Anderson, SC
To bring together the predominately African-American individuals living in the marginalized and undeserved area of Anderson, SC, in order to fight for equal
disbursement of government controlled utilities.

Morningside Community Development Association **$4000**
Anderson, SC
To bring together the predominately African-American individuals living in the marginalized and undeserved area of Anderson, SC, in order to fight for equal disbursement of government controlled utilities.

If you are a donor, community activist or former grantee and want to be considered to serve on the Grants Making Committee, please give us a call at 404-371-8404 for more information.

North Carolina Fair Share **$1500**
Raleigh, NC
To support continued efforts to ensure fair decisions regarding the environment and communities of color in North Carolina.

Saving Our Youth (SOY) Project **$2500**
Summerville, SC
To organize youth to address the issues of the homeless, and to serve as advocates.

Simone Club **$1000**
Charleston, SC
To produce educational tools that represent African Americans in a positive light.

South Carolina Equal Justice Alliance **$1500**
Columbia, SC
To educate the community about death penalty administration, discrimination and process in South Carolina.

South Carolina Forest Watch **$5000**
Westminster, SC
To support the ecological restoration of native ecosystems on public and private lands, in addition to advocating for forest conservation.

South Carolina Progressive Network **$10,000**
Columbia, SC
To fight for the environmental justice and protection of residents of poor and minority communities in South Carolina.

Southern Anti-Racism Network **$4000**
Durham, NC
To serve as a bridge between the races to put an end to white supremacy by building a multi-cultural movement for social justice.

SouthStar Community Development Corporation **$2000**

Atlanta, GA
To preserve the environment and natural resources in the southeast Atlanta community.

Students United for a Responsible and Global Environment **$2000**
Chapel Hill, NC
To get young people interested and involved in efforts of equality, social change and global peace.

Triangle Disability Advocates **$3000**
Raleigh, NC
To support their efforts of helping disabled homeless individuals fight against discrimination encountered many times in their efforts to secure Social Security benefits.

Youth Creating Change **$3500**
Chapel Hill, NC
To serve as a central place where young people interested in getting involved with social change and activism can organize.

We Are Family **$3000**
Charleston, SC
To offer a safe place for organizing efforts of Gay/Lesbian/Bisexual/Transgender/Questioning youth in the Charleston, SC area.

West End Revitalization Project **$5000**
Mebane, NC
To bring together residents in the West End community to educate and motivate the community to fight against environmental injustice and discrimination in their neighborhood.

Westside Residents & Homeowners Association **$2000**

Spartanburg, SC
To organize the residents of Westside to fight for equal environmental protection and policy.

In fiscal year 2003 the Fund For Southern Communities had three grants cycles. Our regular spring and fall cycles, plus a special cycle, held during the summer of 2002, for environmental groups. Please see listed below our 2002-2003 Fiscal Year Grantees:

Action for A Clean Environment **$1500**
Sautee-Nacoochee, GA
To help organize and inform individuals about the issues regarding nuclear plants, production and waste in Georgia and South Carolina.

Association for Early Childhood Professionals **$4500**
Greensboro, NC
To help Early Childhood Professionals to organize to fight for a living wage and benefits.

Athens Living Wage Campaign **$3000**
Athens, GA
To help their efforts of fighting for a living wage for people working in Athens and organizing against the war.

Benjamin E. Mays Center **$1500**
Jonesboro, GA
To educate and inform young people about environmental injustice in the Atlanta Metro area, and to motivate young people to get involved with activities of social change.

Canary Coalition **$1500**
Whittier, NC
To support their continued struggle for local government to address and resolve issues of air quality.

Center For Educational Equity **$4000**
Greenville, SC
To organize parents, teachers and community leaders, to address issues of inequity and discrimination with the public education system of Greenville.

Community Organizing for Rights and Empowerment **$9000**
Holly Hill, SC
To educate and inform the residents of Holly Hill and surrounding communities of the environmental problems that are consistently effecting the health and quality of life individuals.

Concerned Citizens of Edgecombe **$3500**
Enfield, NC
To support the efforts of residents in the Edgecombe community that address environmental injustice.

Concerned Citizens of Tillery **$5000**
Tillery, NC
To organize the Tillery, NC community to address concerns of discriminatory practices and decisions regarding the environment.

Concerned Citizens of Vance County **$3500**
Henderson, NC
To help organize the residents in Vance County to address problems with landfills and environmental injustice.

Cook County Advocates **$1500**
Adel, GA
To organize Cook County young people in order to educate them to be more aware of local government and the decisions that are made that affect them directly as community members.

Eastern North Carolina Workers Center **$2000**
Fayetteville, NC
To offer a safe place where workers can meet to organize to address workers' concerns without fear of retaliation.

Gainesville Area Citizen Advocacy **$1500**
Gainesville, GA
To help support their programs that fight for equal treatment (educational, social and medical) of individuals with physical and developmental disabilities.

Georgia Coalition of Black Women **$1500**
Atlanta, GA
To encourage African American women and women of color to organize to be a voice for equality.

Georgia Employee Federation **$2000**
Atlanta, GA
To support efforts to continue to provide representation, information and support for Georgia's Employees.

Georgia Poultry Justice Alliance **$7000**
Atlanta, GA
To ensure that the poultry industry provides reasonable environmental controls that protect Georgia waterways, offers safe working environments and fair wages.

Georgians Against Nuclear Energy **$5000**
Decatur, GA
To fight against continued use and production of nuclear energy; organizing for a cleaner environment and protection of natural resources.

In The Life **$2000**
Atlanta, GA
To organize African-American G/L/B/T/Q individuals on a number of issues including, discrimination, health concerns, education and advocacy.

Latinos of Carroll County United **$2500**
Carrolton, GA
To organize the growing population of Latinos in Carroll County, in order to address issues of discrimination, profiling, marginilization and unfair business practices.

The Lesbian and Gay Community Center **$1500**
Charlotte, NC
To organize and advocate for the rights of Gay/Lesbian/Bisexual/Transgender/Questioning individuals.

McIntosh SEED **$3000**
Darien, GA
To address several issues of concern in McIntosh, GA including environmental, educational, and discrimination.

Mothers Advocating Juvenile Justice **$2500**
Atlanta, GA
To fight the discriminatory and unfair practices in the juvenile justice system.

Morningside Community Development Association **$4000**
Anderson, SC
To bring together the predominately African-American individuals living in the marginalized and undeserved area of Anderson, SC, in order to fight for equal
disbursement of government controlled utilities.

Morningside Community Development Association **$4000**
Anderson, SC
To bring together the predominately African-American individuals living in the marginalized and undeserved area of Anderson, SC, in order to fight for equal disbursement of government controlled utilities.

If you are a donor, community activist or former grantee and want to be considered to serve on the Grants Making Committee, please give us a call at 404-371-8404 for more information.

North Carolina Fair Share **$1500**
Raleigh, NC
To support continued efforts to ensure fair decisions regarding the environment and communities of color in North Carolina.

Saving Our Youth (SOY) Project **$2500**
Summerville, SC
To organize youth to address the issues of the homeless, and to serve as advocates.

Simone Club **$1000**
Charleston, SC
To produce educational tools that represent African Americans in a positive light.

South Carolina Equal Justice Alliance **$1500**
Columbia, SC
To educate the community about death penalty administration, discrimination and process in South Carolina.

South Carolina Forest Watch **$5000**
Westminster, SC
To support the ecological restoration of native ecosystems on public and private lands, in addition to advocating for forest conservation.

South Carolina Progressive Network **$10,000**
Columbia, SC
To fight for the environmental justice and protection of residents of poor and minority communities in South Carolina.

Southern Anti-Racism Network **$4000**
Durham, NC
To serve as a bridge between the races to put an end to white supremacy by building a multi-cultural movement for social justice.

SouthStar Community Development Corporation **$2000**

Atlanta, GA
To preserve the environment and natural resources in the southeast Atlanta community.

Students United for a Responsible and Global Environment **$2000**
Chapel Hill, NC
To get young people interested and involved in efforts of equality, social change and global peace.

Triangle Disability Advocates **$3000**
Raleigh, NC
To support their efforts of helping disabled homeless individuals fight against discrimination encountered many times in their efforts to secure Social Security benefits.

Youth Creating Change **$3500**
Chapel Hill, NC
To serve as a central place where young people interested in getting involved with social change and activism can organize.

We Are Family **$3000**
Charleston, SC
To offer a safe place for organizing efforts of Gay/Lesbian/Bisexual/Transgender/Questioning youth in the Charleston, SC area.

West End Revitalization Project **$5000**
Mebane, NC
To bring together residents in the West End community to educate and motivate the community to fight against environmental injustice and discrimination in their neighborhood.

Westside Residents & Homeowners Association **$2000**

Spartanburg, SC
To organize the residents of Westside to fight for equal environmental protection and policy.

2002-2003 DONORS

Aaron Abrams • Colonel Arlene A. Ackerman • Valarie D. Acree • Shirley Adams • Asmara Ruth Afework • Nancy L. Agnew • Sheila A. Akers • Meredith Albert • Angeline E. Albright • Mary M. Albright • Alice Alexander • Kelley Alexander • Annie Archibold • Laurie Fox & Daniele Armaleo • Chris Atkins, Jr. • Arthur S. Aylsworth • Gilda B. Bain-Pew • Joan Baines • Roger Bakeman • Samuel Lee Baker • Jane A. Barrett • Carol Aubin & Susan E. Barrett • Nancy R. Bartlett • Ellen Jane J. Bass • Emma Jean Bell • John Morris & Laura Benedict • Edith E. Biggers • Miya T. Binta • Giles Blunden • Mitch Bollag • Gail Booker • Betsy Dawson & Jack Bookman • Oded Borowski • Angela M. Bowen • Tommy J. Bowling • Cecil Braddock • Stephen Braddock • Sybil D. Bradley • George & Nomita Brady • Rand & Elizabeth Harris Brandes • Wendy L. Brinker • Ann Mauney & Ted Brodek • Kimberly Brodie • Claire Broome • Kenneth Broun • Robert J. Brown • Barbara L. Brown • Susan E. Browne • Linda Bryant • Donna Burke • Sheryl Burke • Cherie M. Caldwell • Emily B. Calhoun • Joan F. Campitelli • Cynthia Cantrell • Ms Sluyter & Judy Carter • Virginia M. Carver • Mathew Case • Helen & Randy Casey-Rutland • Anna Cassilly • Frank Catroppa • LaRome Causly • Edward Chaney • Changemakers Foundation • Charis Books & More • Ellen W. Chase • Jeff Cheek • Alice Cintron • Shiela Kerrigan & Steve Clark • Pearl Cleage • Anne S. Close • Edith Dee Cofrin • David H. & Chris Cofrin • Elise S. Cohen • Gerald M. Cohn • Johnnetta B. Cole • Josephine Cole • Monica Coleman • Joanna Colrain • Brendan Conley • Jerel B. Cooper • Kelvin Lynn Cothern • Troy W. Council • Ramona Creel • Goldie Criscoula • Emilye Crosby • Rhonda Freeman & Sarah Crymes • Jane L. Culpepper • William K. Cunnigham, Jr. • Kecia Cunnigham • Cyndia Cyndia • Sheryll Dahlke • Marybeth Dugan & Kenneth Dalsheimer • Emily A. Daniels • Laura A. Darnell • Eddie Davis • Ogene L. Davis • Leah Denney • David L. Dodson • Kathrynn Adams & Robert Doolittle • Wester Douglas • Wayne Vaughn & Shirley Drechsel • Lula C. Ducusin • Antoinette Dupree • Monica Ealey • Shelton Earp III • Cynthia East • Ann Walter & Derek Economy • Ben Edwards • Melvin Elliot • EMSA Fund, Inc. • Debi Starnes & Jim Emshoff • Gaye Evans • Families USA Foundation • Westy & Betsy Fenhagen • Marti Fessenden • Arthur L. Finn • Lynn C. Nikky Finney • Krista Brewer & Gary Flack • Bettie L. Flash • William S. Flash • Eric J. Flavors • Jill Fletcher • Fonda Family Foundation, Inc. • John Paul Frelick • Malika H. Freydberg • Funding Exchange • Rita M. Furman • John H. Galloway • Robin Gans • June B. Garber • Joan P. Garner • Georgia Shares • Pearl Berli & Ellen Gerber • Kathleen K. Gibbons • Joyie S. Gibson • Gill Foundation • Patricia Gipson • Brook Glaefke • Dennis Goldstein • Irene Goodale • Chris Lutz & Billy Goodwin • Laura Gordon • Jennifer J. Gould, M.D. • Deva Gouss • Gillian Grable • Nancy Lee & Rodney Grainger • Philip Graitcer • Cherie D. Gray • Linda Grays • Audrey M. Green • Amy Totenberg & Ralph Green • Debra U. Greenwod • James Hadley • Julie B. Hairston • Carolyn C. Hall • Alan Hall • Elaine C. Hall • Nancy Hall • Jennifer Miller & Robert Hall • Shirley Halorday • Stacey Halstead • Jacqueline Hamiter • Melissa M. Hamlin • Ron P. Hanft • Harry H. Harkins, Jr. • Elizabeth Harrington • Henry Harsch • Laurie E. Hart • Virginia L. Hart • Don Hartman • Joanne R. Harwood • Alice Franklin & Dennis Hawk • William Hazelton • T. M. Head • Askari Hedari • Helen's Fund • Douglas Henderson-James • Mary McLaughlin & Charles Henry III • Sarah E. Herbert • Russell Herman, Jr. • Harvey Herman • Joe Herzenberg • Barbara Hicks • HOB Concerts/Pace Amphitheatres Group • Richard G. Holden • Z.N. Holler • Susan Hollingsworth • W. Jefferson Holt • Lawrence Hoover • Anthony Houston • Mr. & Mrs. Samuel Howard II • Shireda P. Howard • Carol Hubbard • Lorraine K. Huber • Daniel W. Hungerford • Doreen R. Jackson • Terri Jacobson • Heather M. Jamerson • Jeffrey T. & Alice Eason Jenkins • Debra Renee Jeter • Harriet Johnson • Kenneth A. Johnson • Wilma Johnson • Feriel F. Johnson • Lesa A. Jonson • Marnie Thompson & Stephen Johnson • Melissa Jones • Laura L. Jones • Carolyn Jordan • LaDonna Jordan • Barbara Joye • Henry & Mary Gillmor-Kahn • Susan Kanner • Marcia Fishman & Howard Katzman • Stacy Keathly • Brenda Keen • Yakani B. Kemp • Susan Kennedy • Gary Kenton • Sheila Kerrigan • Thomas C. Keyserling • Yolanda King • Coretta Scott King • Joan King • Kings Crossing Publishing • Marc & Cindy Kline • James H. Knoll • William Knox • George S. Koch, Jr. • Ann Rosewater & Robert Kronley • Adele Kushner • Nancy B. Lafferty • Mark Lambert • Janice L. Landry • Thomas Leary • Jerome M. Levit • Ron & Barbara Lewcock • Paul Lindsay • Gladys E. Long • Sara L. Look • Wendy Lord • Alice Lovelace • Lobo Fund • Angela R. Lucas • Janet M. Lutz • Julie Maccarin • Janet Mainor • Malaprop's Bookstore/CAFE • William Mallard • Kimberly Mangrum • Stephen J. Manton • Jo Lynne & Peter Mariolis • Sheryl M. Martin • Mary J. Reynolds Babcock Foundation • Carolyn Maschinot • Joe McDaniel, Jr. • Sylvia Debenport,& Shelley S. McGehee • Alan McGregor • Belle Miller McMaster • Kimberly McNair • Martha E. McPahil • Anthony A. McWilliams • Barbara S. Messermith • Catherine Gage & Steven Metalitz • Bess Miller • Carl M. Miller • Joanne Abel & Rama Mills • MINDSCOPE • Mia Mingus • Lanette M. Montgomery • Bob Moog • Ronald L. Moore • George L. Morgan III • Larry Morse • Katharine B. Mountcastle • Kareemah Muhammad • Sandra Mullins • Angela M. Mullis • Thomas M. Murphy • Jacqueline Muther • Nancy Nealon • Barry Nocks • Thomas M. O'Keefe • Daniel & Beth Okun • Nan Grogan Orrock • Outwrite Books • Mr. Burch & Carl Owens • Danielle P. Belva • Merrill Palmer • Niki Pantelias • Arthur Parker • Barbara Parks • Dexter Patterson • Larry Pellegrini • Brittain Pendergrast • Philip S. Harper Foundation • Lemoine D. Pierce • Paul Pirillo • Ploughshares Fund • Jeffrey A. Portnoy • Tonia Poteat • Proteus Fund, Inc. • R.E.M. • Naomi Randolph • Terrie L. Randolph • Bernice Reagon • Derrick Reese • Beatrice Reynolds • Mellonee Rheams • Leara Rhodes • Elizabeth G. Rice • Terry Ann Rickson • Caroline E. Rivard • Margaret Roach • Jessica K. Romer • Bobbie W. Banks & David Root • Margaret R. Rose • Rebecca Slifkin & Richard Rosen • Michael H. Ross • Sue Ross • Ann M. Mahoney & Frederick Rossini • John Rowe • Sarah Rubin • Will E. Rumph • Linda Saltzman • Sapelo Foundation, Inc. • Lao Rubert & Steve Schewel • Robert Schofield III • Michael Schulamn • Eleanor Schweinsberg • Judy Sharpton • Charlotte A. Shea • Barbara Sherman • John S. Shockley • Courtney Siceloff • Sherry Siclair • Jabari & Ndelea Simama • Juanita L. Simmons • Ann M. Sink • Lawrence Slifkin • James W. M. Smith • Roy Smith • George A. Smith • Michele Casper & Alan Sokoloff • Frederick Soloman • Carolyn Sonfield • Boatema Sonyika • Southeast Waters • Southern Ditching Company • Southern Partners Fund • Southern Rural Development Initiative • Jean S. Staton • Stefanie Steele • Joshua & Anna Stein • Adam & Jane Stein • Amanda Stephens • Amy Stern • Kenneth Stilwell • Leonardo A. Stroud • Lirio Suarez • Lila E. Summer-Lane • John F. Sweet • Floyd Taylor • Doris Taylor • Duncan Teague • Peter Tepley • Donald Thacker • The Astraea Foundation • The Cadence Group, Inc. • The Open Door Community • The Prudential Foundation • Matching Gifts • David F. Thomas • Valencia W. Tomas • Peggy Thompson • Edward Thompson • Janiece Thompson • Celeste Tibbets • Jowanna Tillman • Triangle Grassroots Fund • David Trigg • Elizabeth M. Trigg • Stephanie M. Troncalli • Sherry L. Turner • Shondra Turner • Louise Lowe & Roger I. Turner • Turner Foundation, Inc. • Connie Tuttle • Unitarian Universalist Veatch • United Way, Inc. • USACTION EDUCATION FUND • JoNell Usher • Ronald O. Valdiserri • Vanguard Public Foundation • Daniel O. Vargas • Charles L. Varner • Reni Vaughn • Mary Margaret Wade • William Walker • Richard Walton • Craig Washington • Sharon Washington • Linda F. Weiskoff • Madeleine Del Portillo & • David A. Werner • Christa Whitaker • Judith S. White • Malik M. L. Williams • Deborah Willaims • Roy Williams • N Louise Willingham • Felecia Winfild • Doug Wingeier • Elise Witt • Dr. Jackie E. Pray & James L. Wolk • Joseph & Judie Wood • Claudia Young-Hill • L. Mtamanika Youngblood • Andrea E. Zimmer • Lisa Young & Richard Zweigenhaft •

STATEMENTS OF FINANCIAL POSITION
As of June 30, 2003

	2003	2002
ASSETS		
CURRENT:		
Cash and cash equivalents (Note 1)	$396,973	$273,532
Marketable securities	568,765	695,737
Grants and contracts receivable	57,000	70,000
Other receivables	4,825	4,800
Prepaid expenses	2,556	2,556
TOTAL CURRENT ASSETS	1,030,119	1,046,625
ASSETS RESTRICTED FOR ENDOWMENTS (Note 1):		
Marketable securities	309,938	309,232
FURNITURE, EQUIPMENT AND VEHICLE, less accumulated depreciation of $67,417 and $61,769, respectively	8,247	13,380
OTHER RECEIVABLES	1,820	6,020
DEPOSITS	2,080	2,080
	$1,352,204	$1,377,337
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES:		
Accounts payable and accrued expenses	$ 22,048	$ 27,107
Grants payable	14,000	76,000
TOTAL LIABILITIES	36,048	103,107
CONTINGENCIES AND COMMITMENTS (Notes 4 and 5)		
NET ASSETS:		
Unrestricted	132,072	122,339
Unrestricted - Board designated (Note 1)	42,413	41,413
Temporarily restricted (Note 1)	831,733	801,246
Permanently restricted (Note 1)	309,938	309,232
TOTAL NET ASSETS	1,316,156	1,274,230
	$1,352,204	$1,377,337

FUND FOR SOUTHERN COMMUNITIES, INC.

STATEMENT OF ACTIVITIES
FOR THE YEAR ENDED JUNE 30, 2003

	Unrestricted-General and Board Designated	Temporarily Restricted	Permanently Restricted	Total
PUBLIC SUPPORT:				
Contributions	$ 117,556	$ 93,456	$ 706	$ 211,718
Grants	56,456	429,823	-	486,279
Total public support	174,012	523,279	706	697,997
REVENUE:				
Special events	20,139	-	-	20,139
Realized and unrealized net gains (losses) on marketable securities	9,836	14,395	-	24,231
Interest and dividends	14,523	21,741	-	36,264
Other	759	-	-	759
Total revenue	45,257	36,136	-	81,393
Total public support and revenue before transfers	219,269	559,415	706	779,390
Net assets released from restrictions due to satisfaction of donor-imposed requirements	528,928	(528,928)	-	-
Total Public Support and Revenue	748,197	30,487	706	779,390
EXPENSES:				
Management and general	56,111	-	-	56,111
Program	623,691	-	-	623,691
Fund raising	57,662	-	-	57,662
Total Expenses	737,464	-	-	737,464
CHANGES IN NET ASSETS	10,733	30,487	706	41,926
NET ASSETS, at beginning of year	163,752	801,246	309,232	1,274,230
NET ASSETS, at end of year (Note 1)	$ 174,485	$ 831,733	$ 309,938	$1,316,156

FOR A COPY OF OUR COMPLETE AUDITED FINANCIAL STATEMENT, PLEASE CONTACT THE FUND FOR SOUTHERN COMMUNITIES.

DONOR ADVISED FUND
A Donor Advised Fund with FSC allows you to fulfill your individual philanthropic wishes and make recommendations for specific organizations to receive grants that are consistent with the mission of FSC. Donor Advised account holders can recommend grants to groups/organizations or FSC staff will work with donors to help identify potential groups/organizations that match the donors interests. Donor Advised funds can be designated globally; they are not restricted to groups in Georgia, North Carolina and South Carolina. If you want to set up a Donor Advised Account or would like to get more information on our Donor Advised program, please call our office.

2002-2003 DONOR ADVISED GRANTS LISTING

9-5 Working Women Education Fund Atlanta, GA	$1000
Advance GCFA, NY, NY	$2000
After 5 Program, Atlanta, GA	$2500
Agricultural Missions Inc., NY, NY	$6000
All Our Children, Elkhart, IN	$2000
Ashville Global Report, Asheville, NC	$500
Beloved Community Center, Greensboro, NC	$3000
Bountiful Cities Project, Asheville, NC	$500
Capital View Garden Club, Atlanta, GA	$2000
Capital View Neighborhood Association, Atlanta, GA	$1310
Carolina Center for Public Service @ UNC, Chapel Hill, NC	$4000
CITCA Witness for Peace, Raleigh, NC	$300
Clean Water for North Carolina, Asheville, NC	$450
Community Alert, Atlanta, GA	$2000
Concerned Neighbors of Chosewood, Atlanta, GA	$4500
El Eco De Las Montanas, Asheville, NC	$500
El Porvenir, Sacramento, CA	$5000
Expanding Destinies, Atlanta, GA	$2500
Friends Committee on National Legislation, Washington, DC	$1000
Fun For A Day, Atlanta, GA	$2500
Fund for Southern Communities, Atlanta, GA	$5000
Grassroots Fund, Raleigh NC	$4000
IDEAS (Institute for Development, Evaluation, Assistance And Solutions), Decatur, GA	$30,000
International Labor Rights Fund, Washington, DC	$2000
Maryknoll Mission Association for the Faithful, Maryknoll, NY	$2000
Our Distant Neighbors, Atlanta, GA	$1988
Oxfam America, Boston, MA	$2000
Perkerson Park Restoration Committee, Atlanta, GA	$1450
Presbyterian Answer to Hunger Program (PATH), Atlanta, GA	$2000
South River Gardens Community Association, Atlanta, GA	$1500
Southern Center for Human Rights, Atlanta, GA	$2500
Southern Empowerment Project, Maryville, TN	$5000
Third World Development for UPOLI Crestine, CA	$2000
The Open Door, Atlanta, GA	$2000
The New Calvary Commission for Community Improvement Senior Citizens Program, Atlanta, GA	$1125
Thomasville Golden Age Club, Atlanta, GA	$2500
US Labor Education in the Americas Project, Chicago, IL	$2000
Witness for Peace, Raleigh, NC	$300
Women's Action for New Direction, Arlington, MA	$1000

SPONSORED & GRANTS ASSISTED PROJECTS

For nearly 10 years the Fund For Southern Communities has helped organizations with values similar to FSC, execute their activities and mission although they lack 501(c)3 status by serving as a fiscal sponsor. Please find below the Sponsored Projects of FSC along with the amount of money via, grants, special events or individual donors that was awarded:

Center for Children and Education **$5000**
Empowering parents and students with information pertaining to their rights in dealing with school systems, improving student learning, and creating equal academic opportunities for all children.

Georgia Rural Urban Summit **$84,660**
Promoting collaboration among diverse constituencies to help bridge the gap between rural and urban communities in order to create a stronger movement for progressive social change.

Georgians Against Nuclear Energy **$46,950**
Fighting against continued use and production of nuclear energy; organizing for a cleaner environment and protection of natural resources.

Lakewood Amphitheatre Community Fund **$32,884**
Supporting causes of small organizations established in the communities within the Lakewood Amphitheatre area.

Safely Treating Our Pollution **$23,026**
To recognize and protect the water quality of the Peachtree and Nancy Creeks through community based action.

Southeast Waters AmeriCorps **$62,848**
To educate school-age children in the basics of water quality management utilizing Adopt-A-Stream, Project Wet, and other educational formats.

ZAMI, Inc. **$22,179**
Providing a forum and affirming safe space for the voices of lesbian writers of color, sponsoring special programming to develop the leadership potential of young lesbians, and providing scholarships to African American lesbians attending an accredited post secondary institution in the southern part of the United States.

FSC PARTNERSHIPS

Just as there is strength in numbers, FSC participates in several partnerships in order to strengthen our work.

When Georgia Cares—Georgia Shares!
Over a decade ago FSC helped found a new workplace giving federation in Georgia: "Georgia Shares." That investment of time and energy is now paying dividends as Georgia Shares is becoming a significant source of funds for FSC, and more than 30 other members. If you work in Georgia and your employer has not expanded its giving program beyond United Way, urge them to "Open Up" the campaign, and allow employees to donate to FSC, or any of the other members, through Georgia Shares. For more information visit their website at www.georgiashares.org or call 404-284-4349.

Southern Rural Development Initiative (SRDI)
Founded to increase the flow of capital into persistently poor counties in the rural South, SRDI's thirty plus members offer a range of development strategies at work in rural areas of twelve Southern states. The joint efforts have helped raise the level of awareness of the continuing needs for community economic development in many areas of the South. For more information visit their website at www.srdi.org or call 919-829-5900.

Funding Exchange (FEX)
This network of sixteen foundations throughout the country shares a joint endowment and sponsors training events for staff and Board members. Vital to FSC since our very founding, the Funding Exchange member funds support each other, and provide funding to some of the best organizing around the country. They are supported by individuals with a commitment to funding "Change, Not Charity". For more information visit their website at www.fex.org or call 212-529-5300.

Funding Exchange Member Funds

○ Appalachian Community Fund	www.appalachiancommunityfund.org	○ McKenzie River Gathering Foundation	www.mrgfoundation.org
○ Bread and Roses Community Fund	www.breadrosesfund.org	○ North Star Fund	www.northstarfund.org
○ Chinook Fund	www.chinookfund.org	○ San Diego Foundation for Change	www.foundation4change.org
○ Crossroads Fund	www.crossroadsfund.org	○ The People's Fund	www.fex.org
○ Fund for Santa Barbara	www.fundforsantabarbara.org	○ Three Rivers Community Foundation	www.trcf.net
○ Haymarket People's Fund	www.haymarket.org	○ Vanguard Public Foundation	www.vanguardsf.org
○ Headwaters Fund	www.headwatersfund.org	○ Wisconsin Community Fund	www.wcfund.org
○ Liberty Hill Foundation	www.libertyhill.org		

DATES TO REMEMBER

SWEET HONEY IN THE ROCK BENEFIT PERFORMANCE

February 28, 2004 at 7:00 p.m. / Ebenezer Baptist Church / Atlanta, Georgia
Tickets are available for sale at our office call or email tickets@fund4south.org or at the following bookstores:

- ○ Charis Books (404) 524-0304
- ○ Outwrite Book and Coffee House (404) 607-0082
- ○ Shrine of the Black Madonna Book Store (404) 752- 6125

Tickets are $25.00 general admission. Tickets make great gifts!

GRANTS CYCLE DEADLINES

Please note the deadline dates for submitting proposals has changed. Effective immediately the new deadline dates are March 1 & September 1.
All proposals must be in the office by 5:00 p.m. on March 1 or September 1. Late or incomplete submissions will not be considered for funding

FSC Wish List

- Copiers
- Desk Top Printers
- Digital Camera
- DSL
- DVD Player
- Lap Top Computer
- Loaned Executives
- Office Furniture (Reception Area, Framed Prints, File Cabinets, Bookcases, Desks, Chairs)
- Personal Computers
- Scanner
- Telephone Equipment (3-4 line desk sets)
- Volunteers

Fund for Southern Communities
315 West Ponce De Leon Avenue
Suite 1061
Decatur, GA 30030
404-371-8404
www.fund4south.org
Info@fund4south.org

NORTH METRO GA 30026
PM
DEC
2003

Happy Holidays from the U.S. Postal Service!

37
CESAR E. CHAVEZ
2003

TO:

ZAMI
PO Box 2502
Decatur, GA 30031

30031+2502 20

Sweet Honey In The Rock Annual Benefit Concert

The acapella song styles of Sweet Honey In The Rock mesmerized hundreds at their Annual Benefit Performance in Sister's Chapel at Spelman College. Thanks to sponsorship from The Coca-Cola Company, over $25,000 were raised to support the work of FSC in Georgia, North Carolina and South Carolina.

Coca-Cola

2002 ANNUAL MEMBERSHIP MEETING

In September 2002 donors and grantees gathered at the Martin Luther King, Jr. National Historic Site to view the exhibit, "Without Sanctuary". This exhibit was a collection of graphic and disturbing photographs of lynchings in America.

The evening included a performance by one of our grantee organizations EN-ACTE, a group of young actors that perform a variety of issue-raising skits, captivated the audience with its abundant talent and ability to address very important, yet sensitive issues for today's youth. From AIDS/HIV, to pre-marital sex, to gay/lesbian teens, this group touched on a gamut of thought provoking instances.

Page 2. Sponsored Project Adjusted Agreement Form

11. ZAMI accepts full responsibility for providing the Funding Source all requested reports. FSC is not liable for any delinquent reports or reporting.

12. If the Project's grant is rescinded FSC shall retain the 7% administrative fee. ZAMI will responsible for paying the 7% fee difference to the Funding Source.

13.This agreement shall be reviewed by all signing parties annually. At the annual review, the agreement may be modified, continued or terminated upon mutual agreement by both parties.
At the end of three years from the original agreement signing, this agreement may be extended for an additional term by agreement of all signing parties. Any extension shall be in writing and signed by all parties.

14. This Adjusted Agreement shall be controlled by the laws of the State of Georgia and any relevant Federal laws.

15. This Adjusted Agreement contains the entire understanding of the parties. It may be modified only by an agreement in writing.

16. This Adjusted Agreement does not supersede the agreement time period for the original Agreement that was signed on June 20, 2001.

So agreed, this 7th day of October, 2003

Mary Anne Adams
Authorized Signature, Project Representative

Mary Anne Adams
Printed Name of Authorized Signatory, Title

Alice E. Jenkins
Alice E. Jenkins, Executive Director
Fund for Southern Communities

FUND FOR
SOUTHERN
COMMUNITIES
"Change not Charity"™

Sponsored Project Adjusted Agreement

This document describes the terms of the agreement between ZAMI (ZAMI or the Project) and the Fund for Southern Communities (FSC), regarding the administration of funds for ZAMI.

1. The Fund for Southern Communities, a 501(c)3 public charity, has reviewed the program of ZAMI and agrees that the project will enhance the charitable purposes of FSC. Accordingly, FSC agrees to ZAMI as a "Sponsored Project" of FSC. All funds received for the Project will be retained and administered as a distinct "Restricted" account within the FSC accounting system.

2. The legal control of the program, personnel, and finances of the Project are held by the Board of Directors of FSC. The day-to-day operations are delegated to Mary Anne Adams, Executive Director, Juwanna Tillman, Treasurer and/or Beryl Jackson, Board Chair of ZAMI, who will work directly with the Program Officer of FSC.

3. The Project will provide FSC (signed requisitions for all expenditures to be made from this account.) or (monthly financial reports of project expenditures) None of these expenditures may be for activities prohibited to 501(c)3 organizations.

4. The Project will provide FSC quarterly narrative program reports for review by FSC **and** the Project will provide a computer generated accounting of expenditures from last disbursement, prior to disbursement of additional funds.

5. The Project will become a "member" of FSC and have all the rights of organizational membership, including voting privileges at the annual membership meeting.

6. FSC agrees to offer financial advise, programmatic oversight, and technical assistance for the Project.

7. FSC will provide quarterly financial reports reflecting all activities in the Project's account.

8. FSC will deduct a 7% administration fee on all funds received for the Project.

9. Any interest that may accrue from holding funds for the Project will accrue to FSC.

10. The Project will provide a copy of all proposals, progress reports, and correspondence to the Funding Source; and any other requested information from the Funding Source, to FSC. These aforementioned documents are to be submitted to FSC on the same date they are submitted to the Funding Source.

FUND FOR
SOUTHERN
COMMUNITIES
"Change not Charity"™

SIGNATURE AUTHORIZATION FORM

Authorized signatures for drawing down funds from the ZAMI account under the responsibility of the Fund for Southern Communities are any one officer or staff listed below.

Beryl Jackson
Chair, Board of Directors

BERYL JACKSON
Print Name

Treasurer

Jowanna Tillman
Print Name

Mary Anne Adams
Executive Director

Mary Anne Adams
Print Name

Effective Date: October 8, 2003

August 14, 2001

ZAMI, Inc.
P.O. Box 2502
Decatur, Ga.30031

ZAMI is requesting from The Fund for Southern Communities the total amount $7,851.85 **in our accout as of August 15, 2001.**

Thanking you in advance for your prompt response.

Sincerely;

Beryl Jackson
Chair of ZAMI

August 14, 2001

ZAMI, Inc.
P.O. Box 2502
Decatur, Ga.30031

ZAMI is requesting from The Fund for Southern Communities the total amount $7,851.85 in our accout as of August 15, 2001.

Thanking you in advance for your prompt response.

Sincerely;

Beryl Jackson

Beryl Jackson
Chair of ZAMI

e. Providing access to an employee pension plan.
Not necessary   Maybe useful   Useful   Very Useful   Essential

17. Would you be willing to pay a higher administrative fee than FSC currently charges in order to receive some of these services?

18. Would you prefer fewer services, and a lower administrative fee?

19. How long has your project been a part of FSC?

20. How long do you anticipate remaining a part of FSC?

21. Do you ever engage in any grassroots or direct lobbying on state or federal legislation? How often: Rarely   Occasionally   Frequently

22. Please tell us three things that are the most beneficial about your relationship to FSC:
a.

b.

c.

23. Please tell us three things you would like to see improved about your relationship with FSC:
a.

b.

c.

24. How satisfied is your organization, overall, with your relationship with FSC?
Very dissatisfied.   Dissatisfied.   Neutral   Satisfied   Very Satisfied

Other comments/critiques/complements or complaints? Use the back if needed.

Return to Fund for Southern Communities, 4285G Memorial Dr., Decatur, GA 30032
FAX: 404 292-7835   e-mail: fund4south@mindspring.com

8. Do you provide health insurance or any fringe benefits?
If yes, summarize the kind of benefits, and which class of employees receive them.

9. What services does FSC provide for your group?

Check writing? Bookkeeping? Accounting?

Quarterly financial statements? Monthly statements?

Inclusion in the FSC Audit?

10. Do you have income other than the money that comes from/through FSC?
How much in the past year?

11. Do you have your own checking account?

12. Do you have an accounting system of your own? Describe it briefly.

13. Do you do an independent audit?

14. What was your total income last year?

15. What do you estimate your total income will be this year?

16. If FSC were to expand the level of services provided to you, how interested would you be in each of the following: Please circle an appropriate response.

a. Check writing and bookkeeping services
Not necessary Maybe useful Useful Very Useful Essential

b. Monthly financial reports detailing and categorizing income and expenditures.
Not necessary Maybe useful Useful Very Useful Essential

c. Providing access to health insurance for employees, that your project pays for.
Not necessary Maybe useful Useful Very Useful Essential

d. Providing access to other insurance (liability, property, etc).
Not necessary Maybe useful Useful Very Useful Essential

FUND FOR
SOUTHERN
COMMUNITIES

"Change not Charity"

Survey for Projects of the Fund for Southern Communities

FSC is in the process of evaluating our assistance to projects. We will be assessing the types of services groups need, and the capability of FSC to meet those needs. We need your help by providing us information about your group, your relationship to FSC, and your group's needs. Please answer all the questions even if you think someone at FSC already knows most of the answers, and return this information by November 23.

Name of your group: ______________________________

Person completing survey: ______________________________

1. Is your group officially incorporated with state authorities?

    If not, are you planning on incorporating? When?

2. Do you have a Board of Directors, Steering Committee or other kind of governing body? Explain:

3. Are you certified with the IRS? Are you 501©3? Other?

4. If you are 501©3, have you elected the 501(h) option? Do you know what this is?

5. If you are not 501©3, do you plan to apply? When?

6. Has your group ever filed an IRS form 990? When?

7. Does your group pay any employees or consultants?

    Number of full time paid staff: _____ Number of part-time paid staff: _____

    Number of paid consultants or contractors in 1999: ______________

    Number of paid Board Members: ______________

FUND FOR
SOUTHERN
COMMUNITIES

"Change not Charity"

November 11, 1999

Dear Friends:

The Fund for Southern Communities (FSC) is doing a survey of the couple dozen groups that are either members of the Grants Assistance Program, or are Sponsored Projects of FSC. The FSC Board is seeking your help in assessing the level of services that groups are in need of, and the capability of FSC to help meet those needs.

While FSC has historically been primarily a grantmaking foundation, the services provided to Sponsored Projects and participants in the Grants Assistance Program have grown dramatically in the past two years. There seems to be a great demand for the kinds of services FSC is providing. FSC wants to get a better understanding of the needs that groups have, and determine how we might best respond to those needs. While FSC is in the midst of some staff changes we want to look at potential revisions in job descriptions that might be appropriate given the growth of Sponsored Projects.

Please help by completing the enclosed survey, and returning it to the FSC office by November 23. Call the office if you have any questions. Thank you,

Sincerely,

Jack

Jack Beckford
Program Officer

4285-G Memorial Drive • Decatur, Georgia 30032 • (404) 292-7600 • Fax (404) 292-7835
Member of the Funding Exchange and Georgia Shares.

This workshop was presented by Denise Blake, President of **Successolutions,** a consulting firm specializing in providing support to community groups, non-profits, faith-based organizations and corporations. Our organization provides a full spectrum of services to our clients, including program administration, fund development strategies and proposal generation, education and training, and special events planning and execution. **Successolutions** has earned an outstanding reputation among these client groups for developing complex and diverse turnkey solutions to everyday challenges.

Since 1990, **Successolutions** has provided services to many non-profit organizations, faith-based institutions and community associations, including The King Center, the Congressional Black Caucus Foundation, PBS, Black Enterprise, Inc., and Outreach Extensions.

Denise Blake, President

DeniseBlake1@aol.com
770.964.5045

Form 990/Form 990-PF: The IRS forms filed annually by public charities and private foundations respectively. The letters PF stand for private foundation. The IRS uses this form to assess compliance with the Internal Revenue Code. Both forms list organization assets, receipts, expenditures and compensation of officers. Form 990-PF includes a list of grants made during the year by private foundations.

Funding Cycle: A chronological pattern of proposal review, decision-making and applicant notification. Some donor organizations make grants at set intervals (quarterly, semi-annually, etc.), while others operate under an annual cycle

Grant: An award of funds to an organization or individual to undertake charitable activities.

Grantee: The individual or organization that receives a grant.

Grantor: The individual or organization that makes a grant.

Matching Grant: A grant or gift made with the specification that the amount donated must be matched on a one-for-one basis or according to some other prescribed formula.

Operating Support: A contribution given to cover an organization's day-to-day, ongoing expenses, such as salaries, utilities, office supplies, etc.

Philanthropy: Philanthropy is defined in different ways. The origin of the word philanthropy is Greek and means love for mankind. Today, philanthropy includes the concept of voluntary giving by an individual or group to promote the common good. Philanthropy also commonly refers to grants of money given by foundations to nonprofit organizations. Philanthropy addresses the contribution of an individual or group to other organizations that in turn work for the causes of poverty or social problems-improving the quality of life for all citizens. Philanthropic giving supports a variety of activities, including research, health, education, arts and culture, as well as alleviating poverty.

Tax-Exempt Organizations: Organizations that do not have to pay state and/or federal income taxes. Organizations other than churches seeking recognition of their status as exempt under Section 501(c)(3) of the Internal Revenue Code must apply to the Internal Revenue Service. Charities may also be exempt from state income, sales and local property tax

Glossary of Terms

501(c)(3): Section of the Internal Revenue Code that designates an organization as charitable and tax-exempt. Organizations qualifying under this section include religious, educational, charitable, amateur athletic, scientific or literary groups, organizations testing for public safety or organizations involved in prevention of cruelty to children or animals. Most organizations seeking foundation or corporate contributions secure a Section 501(c)(3) classification from the Internal Revenue Service (IRS). Note: The tax code sets forth a list of sections-501(c)(4-26)-to identify other nonprofit organizations whose function is not solely charitable (e.g., professional or veterans organizations, chambers of commerce, fraternal societies, etc.).

Articles of Incorporation: A document filed with the secretary of state or other appropriate state office by persons establishing a corporation. This is the first legal step in forming a nonprofit corporation.

Bequest: A sum of money made available upon the donor's death.

Bylaws: Rules governing the operation of a nonprofit corporation. Bylaws often provide the methods for the selection of directors, the creation of committees and the conduct of meetings.

Community Foundation: A community foundation is a tax-exempt, nonprofit, autonomous, publicly supported, philanthropic institution composed primarily of permanent funds established by many separate donors of the long-term diverse, charitable benefit of the residents of a defined geographic area. Typically, a community foundation serves an area no larger than a state. Community foundations provide an array of services to donors who wish to establish endowed funds without incurring the administrative and legal costs of starting independent foundations. There are more than 500 community foundations across the United States today. The Cleveland Foundation is the oldest; the New York Community Trust is the largest. Examples of recently started, thriving community foundations include the Community Foundation for the Fox Valley Region, Wisconsin, and the Delaware Community Foundation.

Corporate Foundation: A corporate (company-sponsored) foundation is a private foundation that derives its grantmaking funds primarily from the contributions of a profit-making business. The company-sponsored foundation often maintains close ties with the donor company, but it is a separate, legal organization, sometimes with its own endowment, and is subject to the same rules and regulations as other private foundations. There are more than 2,000 corporate foundations in the United States holding some $11 billion in assets.

Corporate Giving Program: A corporate giving (direct giving) program is a grantmaking program established and administered within a profit-making company. Gifts or grants go directly to charitable organizations from the corporation. Corporate foundations/giving programs do not have a separate endowment; their expense is planned as part of the company's annual budgeting process and usually is funded with pre-tax income. The Foundation Center has identified more than 700 corporate foundations/giving programs in the United States; however, it is believed that several thousand are in operation.

prevent misunderstandings and more serious problems later.

Nor is rejection necessarily the end of the process. If you're unsure why your proposal was rejected, ask. Did the funder need additional information? Would they be interested in considering the proposal at a future date? Now might also be the time to begin cultivation of a prospective funder. Put them on your mailing list so that they can become further acquainted with your organization. Remember, there's always next year.

This short course in proposal writing was excerpted from ***The Foundation Center's Guide to Proposal Writing***, 3rd ed. (New York: The Foundation Center, 2001), by Jane C. Geever, chairman of the development consulting firm, J. C. Geever, Inc.

particular foundation.

- *Describe the need:* In a very abbreviated manner, tell the funder why there is a need for this project, piece of equipment, etc.
- *Explain what you will do:* Just as you would in a fuller proposal, provide enough detail to pique the funder's interest. Describe precisely what will take place as a result of the grant.
- *Provide agency data:* Help the funder know a bit more about your organization by including your mission statement, brief description of programs offered, number of people served, and staff, volunteer, and board data, if appropriate.
- *Include appropriate budget data:* Even a letter request may have a budget that is a half page long. Decide if this information should be incorporated into the letter or in a separate attachment. Whichever course you choose, be sure to indicate the total cost of the project. Discuss future funding only if the absence of this information will raise questions.
- *Close:* As with the longer proposal, a letter proposal needs a strong concluding statement.
- *Attach any additional information required:* The funder may need much of the same information to back up a small request as a large one: a board list, a copy of your IRS determination letter, financial documentation, and brief resumes of key staff.

It may take as much thought and data gathering to write a good letter request as it does to prepare a full proposal (and sometimes even more). Don't assume that because it is only a letter, it isn't a time-consuming and challenging task. Every document you put in front of a funder says something about your agency. Each step you take with a funder should build a relationship for the future.

Conclusion

Every proposal should have a concluding paragraph or two. This is a good place to call attention to the future, after the grant is completed. If appropriate, you should outline some of the follow-up activities that might be undertaken to begin to prepare your funders for your next request. Alternatively, you should state how the project might carry on without further grant support.

This section is also the place to make a final appeal for your project. Briefly reiterate what your nonprofit wants to do and why it is important. Underscore why your agency needs funding to accomplish it. Don't be afraid at this stage to use a bit of emotion to solidify your case.

What Happens Next?

Submitting your proposal is nowhere near the end of your involvement in the grantmaking process. Grant review procedures vary widely, and the decision-making process can take anywhere from a few weeks to six months or more. During the review process, the funder may ask for additional information either directly from you or from outside consultants or professional references. Invariably, this is a difficult time for the grantseeker. You need to be patient but persistent. Some grantmakers outline their review procedures in annual reports or application guidelines. If you are unclear about the process, don't hesitate to ask.

If your hard work results in a grant, take a few moments to acknowledge the funder's support with a letter of thanks. You also need to find out whether the funder has specific forms, procedures, and deadlines for reporting the progress of your project. Clarifying your responsibilities as a grantee at the outset, particularly with respect to financial reporting, will

It is not necessary to overwhelm the reader with facts about your organization. This information can be conveyed easily by attaching a brochure or other prepared statement. In two pages or less, tell the reader when your nonprofit came into existence; state its mission, being certain to demonstrate how the subject of the proposal fits within or extends that mission; and describe the organization's structure, programs, and special expertise.

Discuss the size of the board, how board members are recruited, and their level of participation. Give the reader a feel for the makeup of the board. (You should include the full board list in an appendix.) If your agency is composed of volunteers or has an active volunteer group, describe the function that the volunteers fill. Provide details on the staff, including the numbers of full and part-time staff, and their levels of expertise.

Describe the kinds of activities in which your staff engage. Explain briefly the assistance you provide. Describe the audience you serve, any special or unusual needs they face, and why they rely on your agency. Cite the number of people who are reached through your programs.

Tying all of the information about your nonprofit together, cite your agency's expertise, especially as it relates to the subject of your proposal.

Letter Proposal

Sometimes the scale of the project might suggest a small-scale letter format proposal, or the type of request might not require all of the proposal components or the components in the sequence recommended here. The guidelines and policies of individual funders will be your ultimate guide. Many funders today state that they prefer a brief letter proposal; others require that you complete an application form. In any case, you will want to refer to the basic proposal components as provided here to be sure that you have not omitted an element that will support your case.

As noted, the scale of the project will often determine whether it requires a letter or the longer proposal format. For example, a request to purchase a $1,000 fax machine for your agency simply does not lend itself to a lengthy narrative. A small contribution to your agency's annual operating budget, particularly if it is a renewal of past support, might also warrant a letter rather than a full-scale proposal.

What are the elements of a letter request? For the most part, they should follow the format of a full proposal, except with regard to length. The letter should be no more than three pages. You will need to call upon your writing skills because it can be very hard to get all of the necessary details into a concise, well-articulated letter.

As to the flow of information, follow these steps while keeping in mind that you are writing a letter to someone. It should not be as formal in style as a longer proposal would be. It may be necessary to change the sequence of the text to achieve the correct tone and the right flow of information.

Here are the components of a good letter proposal:

- *Ask for the gift:* The letter should begin with a reference to your prior contact with the funder, if any. State why you are writing and how much funding is required from the

Office space	Requires 25% of current space	25% x $20,000 = $ 5,000
Overhead	20% of project cost	20% x $64,628 = $12,926

With your worksheets in hand, you are ready to prepare the expense budget. For most projects, costs should be grouped into subcategories, selected to reflect the critical areas of expense. All significant costs should be broken out within the subcategories, but small ones can be combined on one line. You might divide your expense budget into personnel and non-personnel costs; your personnel subcategories might include salaries, benefits, and consultants. Subcategories under non-personnel costs might include travel, equipment, and printing, for example, with a dollar figure attached to each line.

Support and Revenue and Statement

For the typical project, no support and revenue statement is necessary. The expense budget represents the amount of grant support required. But if grant support has already been awarded to the project, or if you expect project activities to generate income, a support and revenue statement is the place to provide this information.

In itemizing grant support, make note of any earmarked grants; this will suggest how new grants may be allocated. The total grant support already committed should then be deducted from the "Total Expenses" line on the expense budget to give you the "Amount to Be Raised" or the "Balance Requested."

Any earned income anticipated should be estimated on the support and revenue statement. For instance, if you expect 50 people to attend your performance on each of the four nights, it is given at $10 a ticket, and if you hope that 20 of them will buy the $5 souvenir book each night, you would show two lines of income, "Ticket Sales" at $2,000 and "Souvenir Book Sales" at $400. As with the expense budget, you should keep backup worksheets for the support and revenue statement to remind yourself of the assumptions you have made.

Budget Narrative

A narrative portion of the budget is used to explain any unusual line items in the budget and is not always needed. If costs are straightforward and the numbers tell the story clearly, explanations are redundant.

If you decide a budget narrative is needed, you can structure it in one of two ways. You can create "Notes to the Budget," with footnote-style numbers on the line items in the budget keyed to numbered explanations. If an extensive or more general explanation is required, you can structure the budget narrative as straight text. Remember though, the basic narrative about the project and your organization belongs elsewhere in the proposal, not in the budget narrative.

Organizational Information and Conclusion

Organizational Information

Normally a resume of your nonprofit organization should come at the end of your proposal. Your natural inclination may be to put this information up front in the document. But it is usually better to sell the need for your project and then your agency's ability to carry it out.

project is finite (with start-up and ending dates); or that it is capacity-building (that it will contribute to the future self-sufficiency of your agency and/or enable it to expand services that might be revenue generating); or that it will make your organization attractive to other funders in the future. With the new trend toward adopting some of the investment principles of venture capital groups to the practice of philanthropy, evidence of fiscal sustainability becomes a highly sought-after characteristic of the successful grant proposal.

It behooves you to be very specific about current and projected funding streams, both earned income and fundraised, and about the base of financial support for your nonprofit. Here is an area where it is important to have backup figures and prognostications at the ready, in case a prospective funder asks for these, even though you are unlikely to include this information in the actual grant proposal. Some grantmakers, of course, will want to know who else will be receiving a copy of this same proposal. You should not be shy about sharing this information with the funder.

The Budget

The budget for your proposal may be as simple as a one-page statement of projected expenses. Or your proposal may require a more complex presentation, perhaps including a page on projected support and revenue and notes explaining various items of expense or of revenue.

Expense Budget

As you prepare to assemble the budget, go back through the proposal narrative and make a list of all personnel and non-personnel items related to the operation of the project. Be sure that you list not only new costs that will be incurred if the project is funded but also any ongoing expenses for items that will be allocated to the project. Then get the relevant costs from the person in your agency who is responsible for keeping the books. You may need to estimate the proportions of your agency's ongoing expenses that should be charged to the project and any new costs, such as salaries for project personnel not yet hired. Put the costs you have identified next to each item on your list.

Your list of budget items and the calculations you have done to arrive at a dollar figure for each item should be summarized on worksheets. You should keep these to remind yourself how the numbers were developed. These worksheets can be useful as you continue to develop the proposal and discuss it with funders; they are also a valuable tool for monitoring the project once it is under way and for reporting after completion of the grant.

A portion of a worksheet for a year-long project might look like this:

Item	Description	Cost
Executive director	Supervision	10% of salary = $10,000 25% benefits = $ 2,500
Project director	Hired in month one	11 months at $35,000 = $32,083 25% benefits = $ 8,025
Tutors	12 working 10 hours per week	12 x 10 x 13 x $ 4.50 = $ 7,020
Office space	Requires 25% of current space	25% x $20,000 = $ 5,000

In describing the methods, you will have mentioned staffing for the project. You now need to devote a few sentences to discussing the number of staff, their qualifications, and specific assignments. Details about individual staff members involved in the project can be included either as part of this section or in the appendix, depending on the length and importance of this information.

"Staffing" may refer to volunteers or to consultants, as well as to paid staff. Most proposal writers do not develop staffing sections for projects that are primarily volunteer run. Describing tasks that volunteers will undertake, however, can be most helpful to the proposal reader. Such information underscores the value added by the volunteers as well as the cost-effectiveness of the project.

For a project with paid staff, be certain to describe which staff will work full time and which will work part time on the project. Identify staff already employed by your nonprofit and those to be recruited specifically for the project. How will you free up the time of an already fully deployed individual?

Salary and project costs are affected by the qualifications of the staff. Delineate the practical experience you require for key staff, as well as level of expertise and educational background. If an individual has already been selected to direct the program, summarize his or her credentials and include a brief biographical sketch in the appendix. A strong project director can help influence a grant decision.

Describe for the reader your plans for administering the project. This is especially important in a large operation, if more than one agency is collaborating on the project, or if you are using a fiscal agent. It needs to be crystal clear who is responsible for financial management, project outcomes, and reporting.

Evaluation

An evaluation plan should not be considered only after the project is over; it should be built into the project. Including an evaluation plan in your proposal indicates that you take your objectives seriously and want to know how well you have achieved them. Evaluation is also a sound management tool. Like strategic planning, it helps a nonprofit refine and improve its program. An evaluation can often be the best means for others to learn from your experience in conducting the project.

There are two types of formal evaluation. One measures the product; the other analyzes the process. Either or both might be appropriate to your project. The approach you choose will depend on the nature of the project and its objectives. For either type, you will need to describe the manner in which evaluation information will be collected and how the data will be analyzed. You should present your plan for how the evaluation and its results will be reported and the audience to which it will be directed. For example, it might be used internally or be shared with the funder, or it might deserve a wider audience. A funder might even have an opinion about the scope of this dissemination.

Sustainability

A clear message from grantmakers today is that grantseekers will be expected to demonstrate in very concrete ways the long-term financial viability of the project to be funded and of the nonprofit organization itself.

It stands to reason that most grantmakers will not want to take on a permanent funding commitment to a particular agency. Rather, funders will want you to prove either that your

proposal's success.

Using a different example, there are at least four types of objectives:

1. **Behavioral** — A human action is anticipated.

   Example: Fifty of the 70 children participating will learn to swim.

2. **Performance** — A specific time frame within which a behavior will occur, at an expected proficiency level, is expected.

   Example: Fifty of the 70 children will learn to swim within six months and will pass a basic swimming proficiency test administered by a Red Cross-certified lifeguard.

3. **Process** — The manner in which something occurs is an end in itself.

   Example: We will document the teaching methods utilized, identifying those with the greatest success.

4. **Product** — A tangible item results.

   Example: A manual will be created to be used in teaching swimming to this age and proficiency group in the future.

In any given proposal, you will find yourself setting forth one or more of these types of objectives, depending on the nature of your project. Be certain to present the objectives very clearly. Make sure that they do not become lost in verbiage and that they stand out on the page. You might, for example, use numbers, bullets, or indentations to denote the objectives in the text. Above all, be realistic in setting objectives. Don't promise what you can't deliver. Remember, the funder will want to be told in the final report that the project actually accomplished these objectives.

Methods

By means of the objectives, you have explained to the funder what will be achieved by the project. The methods section describes the specific activities that will take place to achieve the objectives. It might be helpful to divide our discussion of methods into the following: how, when, and why.

How: This is the detailed description of what will occur from the time the project begins until it is completed. Your methods should match the previously stated objectives.
When: The methods section should present the order and timing for the tasks. It might make sense to provide a timetable so that the reader does not have to map out the sequencing on his or her own....The timetable tells the reader "when" and provides another summary of the project that supports the rest of the methods section.
Why: You may need to defend your chosen methods, especially if they are new or unorthodox. Why will the planned work lead to the outcomes you anticipate? You can answer this question in a number of ways, including using expert testimony and examples of other projects that work.

The methods section enables the reader to visualize the implementation of the project. It should convince the reader that your agency knows what it is doing, thereby establishing its credibility.

Staffing/Administration

epidemic. Hence, our drug prevention program is needed more in the South Bronx than in any other part of the city."

Fifth, decide whether you can demonstrate that your program addresses the need differently or better than other projects that preceded it. It is often difficult to describe the need for your project without being critical of the competition. But you must be careful not to do so. Being critical of other nonprofits will not be well received by the funder. It may cause the funder to look more carefully at your own project to see why you felt you had to build your case by demeaning others. The funder may have invested in these other projects or may begin to consider them, now that you have brought them to their attention.

If possible, you should make it clear that you are cognizant of, and on good terms with, others doing work in your field. Keep in mind that today's funders are very interested in collaboration. They may even ask why you are not collaborating with those you view as key competitors. So at the least you need to describe how your work complements, but does not duplicate, the work of others.

Sixth, avoid circular reasoning. In circular reasoning, you present the absence of your solution as the actual problem. Then your solution is offered as the way to solve the problem. For example, the circular reasoning for building a community swimming pool might go like this: "The problem is that we have no pool in our community. Building a pool will solve the problem." A more persuasive case would cite what a pool has meant to a neighboring community, permitting it to offer recreation, exercise, and physical therapy programs. The statement might refer to a survey that underscores the target audience's planned usage of the facility and conclude with the connection between the proposed usage and potential benefits to enhance life in the community.

The statement of need does not have to be long and involved. Short, concise information captures the reader's attention.

The Project Description

This section of your proposal should have five subsections: objectives, methods, staffing/administration, evaluation, and sustainability. Together, objectives and methods dictate staffing and administrative requirements. They then become the focus of the evaluation to assess the results of the project. The project's sustainability flows directly from its success, hence its ability to attract other support. Taken together, the five subsections present an interlocking picture of the total project.

Objectives

Objectives are the measurable outcomes of the program. They define your methods. Your objectives must be tangible, specific, concrete, measurable, and achievable in a specified time period. Grantseekers often confuse objectives with goals, which are conceptual and more abstract. For the purpose of illustration, here is the goal of a project with a subsidiary objective:

Goal: Our after-school program will help children read better.
Objective: Our after-school remedial education program will assist 50 children in improving their reading scores by one grade level as demonstrated on standardized reading tests administered after participating in the program for six months.

The goal in this case is abstract: improving reading, while the objective is much more specific. It is achievable in the short term (six months) and measurable (improving 50 children's reading scores by one grade level).

With competition for dollars so great, well-articulated objectives are increasingly critical to a

Solution — a short description of the project, including what will take place and how many people will benefit from the program, how and where it will operate, for how long, and who will staff it (one or two paragraphs);
Funding requirements— an explanation of the amount of grant money required for the project and what your plans are for funding it in the future (one paragraph); and
Organization and its expertise— a brief statement of the name, history, purpose, and activities of your agency, emphasizing its capacity to carry out this proposal (one paragraph).

The Statement of Need

If the funder reads beyond the executive summary, you have successfully piqued his or her interest. Your next task is to build on this initial interest in your project by enabling the funder to understand the problem that the project will remedy.

The statement of need will enable the reader to learn more about the issues. It presents the facts and evidence that support the need for the project and establishes that your nonprofit understands the problems and therefore can reasonably address them. The information used to support the case can come from authorities in the field, as well as from your agency's own experience.

You want the need section to be succinct, yet persuasive. Like a good debater, you must assemble all the arguments. Then present them in a logical sequence that will readily convince the reader of their importance. As you marshal your arguments, consider the following six points.

First, decide which facts or statistics best support the project. Be sure the data you present are accurate. There are few things more embarrassing than to have the funder tell you that your information is out of date or incorrect. Information that is too generic or broad will not help you develop a winning argument for your project. Information that does not relate to your organization or the project you are presenting will cause the funder to question the entire proposal. There also should be a balance between the information presented and the scale of the program.

Second, give the reader hope. The picture you paint should not be so grim that the solution appears hopeless. The funder will wonder whether an investment in a solution will be worthwhile. Here's an example of a solid statement of need: "Breast cancer kills. But statistics prove that regular check-ups catch most breast cancer in the early stages, reducing the likelihood of death. Hence, a program to encourage preventive check-ups will reduce the risk of death due to breast cancer." Avoid overstatement and overly emotional appeals.

Third, decide if you want to put your project forward as a model. This could expand the base of potential funders, but serving as a model works only for certain types of projects. Don't try to make this argument if it doesn't really fit. Funders may well expect your agency to follow through with a replication plan if you present your project as a model.

If the decision about a model is affirmative, you should document how the problem you are addressing occurs in other communities. Be sure to explain how your solution could be a solution for others as well.

Fourth, determine whether it is reasonable to portray the need as acute. You are asking the funder to pay more attention to your proposal because either the problem you address is worse than others or the solution you propose makes more sense than others. Here is an example of a balanced but weighty statement: "Drug abuse is a national problem. Each day, children all over the country die from drug overdose. In the South Bronx the problem is worse. More children die here than any place else. It is an

Components of a Proposal

Executive Summary:	umbrella statement of your case and summary of the entire proposal	1 page
Statement of Need:	why this project is necessary	2 pages
Project Description:	nuts and bolts of how the project will be implemented and evaluated	3 pages
Budget:	financial description of the project plus explanatory notes	1 page
Organization Information:	history and governing structure of the nonprofit; its primary activities, audiences, and services	1 page
Conclusion:	summary of the proposal's main points	2 paragraphs

The Executive Summary

This first page of the proposal is the most important section of the entire document. Here you will provide the reader with a snapshot of what is to follow. Specifically, it summarizes all of the key information and is a sales document designed to convince the reader that this project should be considered for support. Be certain to include:

Problem — a brief statement of the problem or need your agency has recognized and is prepared to paragraphs);

Facts about Foundations

There are more than 63,000 private and community foundations in the United States today, and the number grows weekly!

There are four types of foundations:

- ☐ **independent foundations** established by a person or family of wealth (this comprises the largest group);
- ☐ **company-sponsored foundations** (also called corporate foundations) created and funded by business corporations;
- ☐ **operating foundations** established to operate research, social welfare, or other charitable programs deemed worthwhile by the donor or governing body; and
- ☐ **community foundations**, supported by and operated for the benefit of a specific community or region.

The first three types are *private* foundations. Technically, community foundations are public charities (sometimes called "public foundations"), but because their primary activity is grantmaking, the Foundation Center includes them in its coverage of the foundation universe.

What is a Private Foundation?

Foundation Center. ORg
www. fdncenter.org

A private foundation

- is a nongovernmental, nonprofit organization;
- has a principle fund or endowment;
- is managed by its own trustees and directors;
- maintains or aids charitable, educational, religious, or other activities serving the public good; and
- makes grants, primarily to other nonprofit organizations.

Fundraising Tools and Strategies

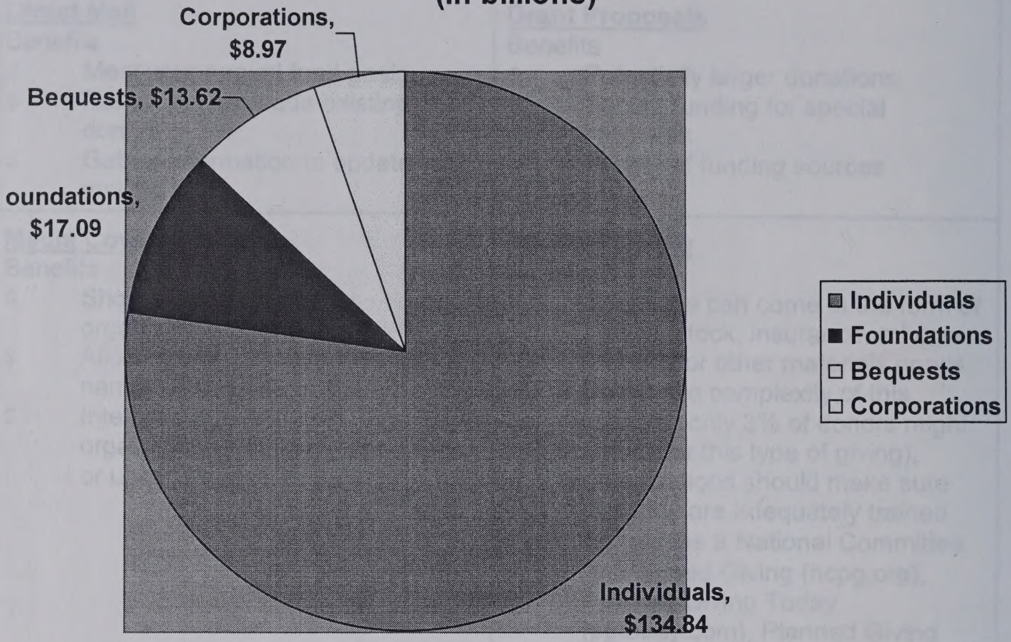
Direct Mail Benefits $ Meet your annual fund goals $ Renew and upgrade existing donors $ Gather information to update your mailing lists	**Grant Proposals** Benefits $ Potentially larger donations $ Secure funding for special programs $ Variety of funding sources
Media Coverage Benefits $ Show viewers what your organization is all about $ Allow viewers to put a face with a name $ Interest viewers in your organization's current happenings or upcoming events	**Planned Giving** Benefits $ Donations can come in the form of money, stock, insurance, a home, property or other materials goods $ Due to the complexity of this subfield (only 3% of donors might qualify for this type of giving), organizations should make sure that they are adequately trained $ Resources B National Committee on Planned Giving (ncpg.org), Planned Giving Today (pgtoday.com), Planned Giving Resources (pgresources.com)
Special Events Benefits $ You may get media coverage $ You can increase your perspective donor list $ You can gain major attention for your organization $ You *may* make some money	**Telephone Solicitation** Benefits $ Identify and contact new donors $ Upgrade existing donors $ Target funds for a specific program or campaign $ Say thank you!
Web Site Benefits $ Introduce visitors to your mission $ Show pictures of the good work you do $ Introduce your board of directors $ Publish an online newsletter $ Relatively low-cost	Why Folks Give Common value, philosphy/interest sympathy/Guilt Fits Corporate Mission

Fund Raising Trends
1 For profit vs Non profit
2 Crisis of Leadership
3 Professional Dev. and T/A
4 Partnering

1999 DATA

Giving Breakdown

(in billions)



Non-Profit Categories

Education/

Arts/Culture

Ten Steps to Drafting the Case

8. Finances -- Is your organization fiscally responsible?

under 500 K no audit

9. Development -- how are you preparing for the future?

(1)

10. History -- what successes have you had in the past?

archieve our history (of MLK)

Ten Steps to Drafting the Case

1. The Mission -- why do you exist?

2. The goals -- what will you accomplish?

3. The objective -- how will you reach your goals?

4. Programs -- what services will you provide?

5. Governance B how is your board constructed? over seeing policy development resources

6. Staff -- who provides your services?

7. Location -- where are your services provided?

1 3-5-15

Strategic Planning Process for Nonprofit Organization

(operating Report
Annual plan
1 yr.)

Step 1. Set parameters and boundaries

Step 2. Identify limiting conditions

Step 3. Change limiting conditions, where possible

Step 4. Design action steps

Step 5. Conduct action steps

Step 6. Evaluate what you've done

outside evaluaters help
with funding

Step 7. Repeat what you've done **well**

5 bullets
Mission
1 Organization info
2 Board
3 How funded
4 Media
(5) Where does

Mission
2 Board
3 Media (last story)
4 Donor base (Call) Testree
5 Where organization Going (Vision Statement (3-5 yrs.)

MISSION STATEMENTS

To establish XXXXXX as the premier purveyor of the finest coffee in the world while maintaining our uncompromising principles as we grow.

- ☐ The following six guiding principles will help us measure the appropriateness of our decisions:
- ☐ Provide a great work environment and treat each other with respect and dignity.
- ☐ Embrace diversity as an essential component in the way we do business.
- ☐ Apply the highest standards of excellence to the purchasing, roasting and fresh delivery of our coffee.
- ☐ Develop enthusiastically satisfied customers all of the time.
- ☐ Contribute positively to our communities and our environment.
- ☐ Recognize that profitability is essential to our future success.

sTar Bucks

It is the mission of the XXXX to protect animals from suffering and cruelty; to provide care for animals neglected, abandoned or exploited; and to enhance the lives of animals and people through education, adoption, and compassion.

Humane society

XXXXXX is the leading movement devoted to making effective oral communication a worldwide reality.

To ast MasTers

Through its member clubs, XXXXX helps men and women learn the arts of speaking, listening and thinkingCvital skills that promote self-actualization, enhance leadership potential, foster human understanding, and contribute to the betterment of mankind.

It is basic to this mission that XXXX continually expand its worldwide network of clubs, thereby offering ever-greater numbers of people the opportunity to benefit from its programs.

Y~~MCA~~ G~~irls Boy~~s

To support and promote current and future activities, organizations and enterprises which will encourage controlled and sustained economic and population growth while maintaining the wholesome environment which currently exists.

Green Peace

Planned Parenthood

The XXXXXXXX is dedicated to strengthening environmental organizations and empowering individuals to protect XXXXX's environment through communication, technical training, strategy development, public education, and advocacy, all with respect for communities and human dignity.

Sierra Club

Fundraising and Development for Nonprofit Organizations

August 15, 2003
Holiday Inn Select Hotel
130 Clairmont Avenue
Decatur, GA

Agenda

Facilitator – Denise Blake, President, Successolutions

Expectations of the Day/Q&A

Fundraising Trends

Why People Give

Positioning Your Organization to Raise Funds

Making Your Case

Researching Potential Funding Sources

Essential Strategies of a Good Fundraising Program

Fundraising Strategies

Writing Winning Proposals and Managing Grants

Wrap-up/Q&A

Additional Information

Suggested Readings:

Wolf, Thomas. (1999). *Managing a Nonprofit Organization in the Twenty-First Century*. New York: Simon & Schuster, Inc.

Hummel, Joan M. (1996). *Starting and Running a Nonprofit Organization*. Minneapolis: University of Minnesota Press.

Mutz, John and Murray, Katherine. (2000). *Fundraising for Dummies*. Foster City, CA: IDG Books Worldwide.

2ND SUNDAY
BROTHERS SPEAKING OUT

P.O. Box 301

Atlanta, Georgia 30301

404-325-7321

August 5, 1997

Mr. Phillip Rush, Program Officer
Metropolitan Atlanta Community Foundation, Inc.
50 Hurt Plaza, Suite 449
Atlanta, GA 30303

Dear Mr. Rush,

Enclosed is our proposal for funding consideration under the initiative titled, "Special Initiative for Young People of Color". The requested amount is $ 6000.00 for a funding period of six months.

Because Second Sunday does not have 501(c)(3) status, we sought fiscal sponsorship. The Fund For Southern Communities has agreed to be our fiscal Sponsor.

We invite you to call Ulester Douglas should you have any questions or comments about this application. Ulester may be reached by telephone at (404) 635 9418 day or evenings.

Sincerely,

Ulester Douglas　　Craig Washington

Ulester V. Douglas, LMSW
Co-Chairman

Craig Washington, BA
Co-Chairman

MAKING A DIFFERENCE

These discussions and social activities will make a difference because same-gender-loving, transgendered and questioning youth of African descent desire and need experiences that fully affirm who they are ethnically and sexually simultaneously. Most of their daily experiences generally involve having to split their identity. They seldom, if ever, have experiences where they are affirmed for all of who they are—their age, race, ethnicity, sexual orientation, etc. Our project intends to break this form of isolation and create non-oppressive, self-affirming experiences. We will attempt to duplicate the success of our current discussion group.

SUCCESSFUL OUTREACH

Preliminary findings from the Young African-American Men's Study of Georgia State University suggest that there are currently no services specifically targeting gay, bisexual, transgendered, and questioning youth of African descent. There are many explanations for this deficiency, which include "It is difficult to reach this population." Second Sunday has existed for four and a half years and has had some success in reaching this population. Our organization has a mailing list of over 400 men of African descent, and on average enjoy a monthly attendance of 200 or more. Some of these men are within our target population (17-21) and we will encourage them to participate in this new project.

Our other outreach will include an aggressive use of media and coordination with other community leaders working with youth. Also, we will employ use of ethnic specific marketing attractive to youth for this project. Our organization has access to artists of experience and knowledge to assure that the outreach materials are appropriate to the target population.

To further our outreach and support our program we have budgeted for a youth outreach worker. We will give a small stipend to a youth leader to compensate him for helping us reach our target population and for assisting us in developing the discussion group. This will not only help to nurture youth leadership, but also to ensure that youth's reality stays central to the project.

SUCCESS AND SUSTAINABILITY

We would consider this project a success if at the end of the first six months there are no fewer than twelve regular participants and the results of their experience rated in the top percentile of a survey conducted at that time. We would like to do a process evaluation to ensure the participants' experience matched our intents and desires.

The funding requested for this project is to assist in its inception and implementation. Second Sunday had expressed prior interest and commitment to this and similar projects and is therefore motivated and committed to continuing this project beyond its funding period. We will allocate funds as part of next fiscal year's budget as an initial and tangible demonstration of this commitment.

Proposed Project Budget

Advertisement	
Multi-Media Advertisement	$ 2,335.00
Mailings	$ 250.00
Supplies	$ 200.00
Meeting/Social Events	
Space Rental	$ 300.00
Refreshments	$ 450.00
Social Events	
Bowling Night	$ 250.00
Movie/Video Night	$ 240.00
Social	$ 300.00
Youth Staff	
Stipend/Scholarship	$ 1,200.00
Professional Services	
On call Counselor	$ 1,400.00
Sub-Total	**$ 6,925.00**
Indirect Cost	
Fund For Southern Communities	$ 242.38
Donations/In Kind Services	$ (925.00)
Total	**$ 6,242.38**

Second Sunday 1997 Budget

Budget for the period: 1-1-97 to 12-31-97

Expenses:

Item	Amount
Rent	$ 600.00
Telephone (Voice Man)	$ 360.00
Printing & Copying	$ 500.00
Postage	$ 1,800.00
Misc. Supplies	$ 1,000.00
Advertising	$ 1,000.00
Meeting Expenses	$ 2,000.00
Equipment	$ 500.00
Total Expenses	$ 7,760.00

Income:

Item	Amount
Membership	$ 3,000.00
Grant (Fund for Southern Comm.)	$ 4,000.00
Donations	$ 1,440.00
Labor Day Party	$ 2,000.00
In-Kind Support	$ 1,000.00
Total Income	$ 11,440.00
Less Expenses	$ (7,760.00)
Balance	$ 3,680.00